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REPORT OF FINAL WHEAT GRADES HEARING IN THIS ISSUE

THE AMERICAN ELEVATOR AND GRAIN TRADE

Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY
Mitchell Brothers Publishing Co.

} Vol. XXXV. CHICAGO, ILLINOIS, MARCH 15, 1917.

No. 9. { One Dollar Per Annum
SINGLE COPIES, TEN CENTSWE CAN
DO BETTER
THAN
YOU THINK
WE CANMcKENNA & RODGERS
60 BOARD OF TRADE
CHICAGO

GRAIN

WE ARE SHIPPERS—
RECEIVERS—
BID TO ARRIVE—
FUTURES

WE ARE GOOD GRAINMEN

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& CO.

322 Postal Telegraph Bldg.

Direct Private Wires to New York and Illinois and Iowa Points

GRAIN,
PROVISIONS,
STOCKS,
BONDS.We solicit consignments and offers of
cash grain, also future delivery orders
on all exchanges.

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Established 1877
LANGENBERG BROS. GRAIN CO.
GRAIN and HAY

We Solicit Your Consignments

ST. LOUIS

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We Solicit Your
Consignments

Harris, Winthrop & Co.

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MERCHANTS

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Covers all markets. Ask for the weekly or
daily issue. Has the largest circulation of any
grain literature.
Stocks E. W. Wagner & Co. Bonds
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Members New York Stock Exchange
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Established 30 years

CHICAGO

SAVE 50%

of the cost of unloading grain, seeds, coal
and any bulk freight by using the

CLIMAX SCOOP-TRUCK

A thousand men will certify that.

Capacity 2½ Bushels Grain
200 Pounds CoalPrice \$11.00
F. O. B. Factory
DETROIT
SCOOP-TRUCK COMPANY
2225 W. Jefferson Ave. DETROIT, MICH.

James E. Bennett & Co.

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GRAIN PROVISIONS
STOCKS-BONDS

Ship your grain to us.

Chicago — Peoria — St. Louis

Ask for Bids

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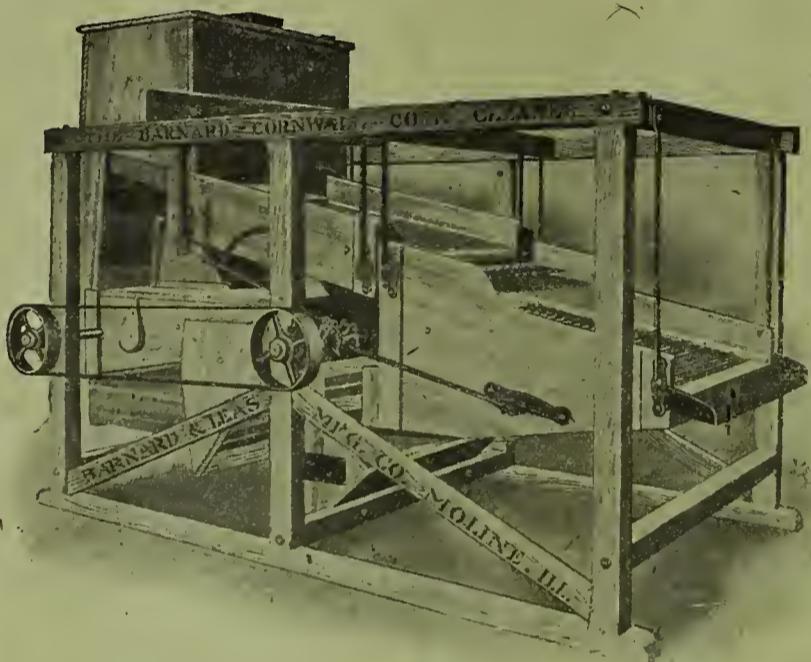
The Barnard-Cornwall Corn Cleaner

Is practically two machines in one—a corn cleaner and a receiving separator, according to the kind of sieves used.

Will clean wheat, oats and other grain as well as corn.

It has a double row of steel rods for separating the corn from the cobs and husks. Is equipped with our patent finger sieve which cannot clog. Has counter-balanced shaker, two air separations and the latest style feeder.

*The First
of the
Sieve
Corn Cleaners*



*Always
the Leader
in Capacity,
Efficiency
and Durability*



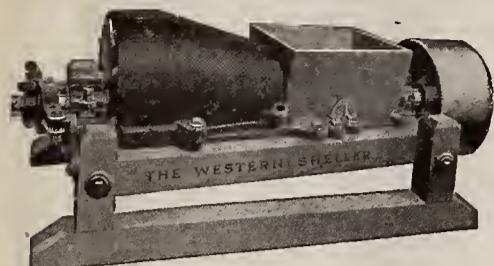
The Victor Corn Sheller

Is known wherever corn is grown as the standard sheller. It shells corn economically, efficiently and easily.

Has spiral conveyor feed and is adjustable while running.

Install these machines and be ready for the new crop.

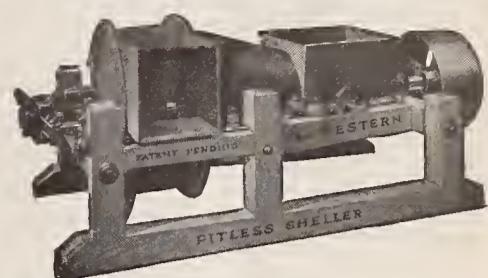
BARNARD & LEAS MFG. CO.
MILL BUILDERS AND
MILL FURNISHERS
ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



"Western" Regular Warehouse Shelter



"Western" Rolling Corn Screen Cleaner



"Western" Pitless Warehouse Shelter

"WESTERN"

Be Fair to Yourself

Before building a new elevator or remodeling your old plant, investigate the "Western" line of elevator machinery, including Western Shellers and Cleaners. It's fairness to yourself. You cannot afford to purchase your equipment until this highest of elevator machinery has been investigated. If you want equipment that insures efficiency and economy in operating you cannot buy better value than the Western line grain cleaning machinery.

Let us quote from a letter received from one of our Southwestern jobbers, who in commenting on a shipment, including a car load of miscellaneous elevator machinery—elevator boots, pulleys, sprocket wheels, etc., together with a car load of Western Shellers and Cleaners, says:

Gentlemen: We have begun unloading the machinery and wish to advise that it has never been our pleasure to look upon a nicer lot of miscellaneous machinery. Everything is certainly in the best of order and shows that you have a class of mechanics who know how to get out work. If we can just get customers to look at these goods in our house we feel sure there will be no trouble whatever in making the sales. You will be glad to know that our prospects continue as bright as ever.

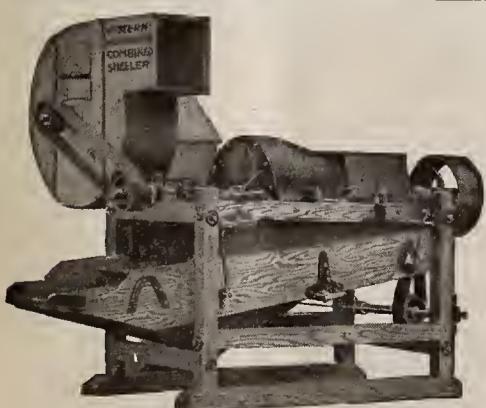
The Western line of elevator machinery has always taken the front rank, and when put under the severest test has always shown 100 per cent efficiency. A careful comparison between the features of the Western line with other lines of machinery will readily convince you of the superiority of our line. Your elevator equipped with Western Shellers and Cleaners and Western Power and Transmission Machinery will prove a money making investment every time. Ask any Western operator. Our line is the result of over 40 years of experience in building grain elevator machinery with efficiency as our watchword.

Write for our general catalogue showing a complete line of grain cleaning, grain handling, conveying, elevating and power transmission machinery.

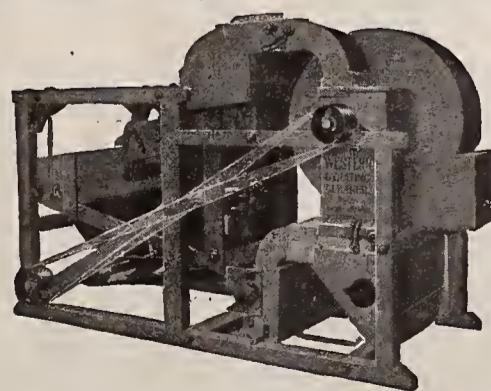
UNION IRON WORKS

Decatur, Illinois, U. S. A.

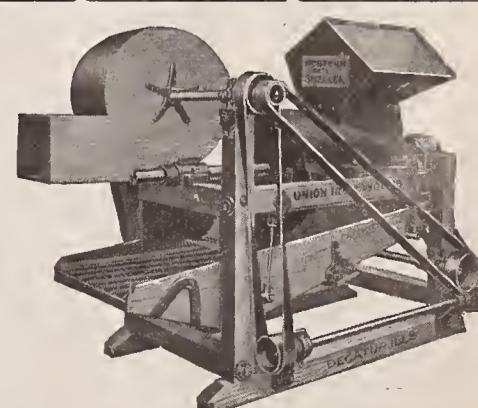
Complete line of Shellers and Cleaners kept at 1221-23 Union Ave., Kansas City, Mo.



"Western" Warehouse Combined Shelter

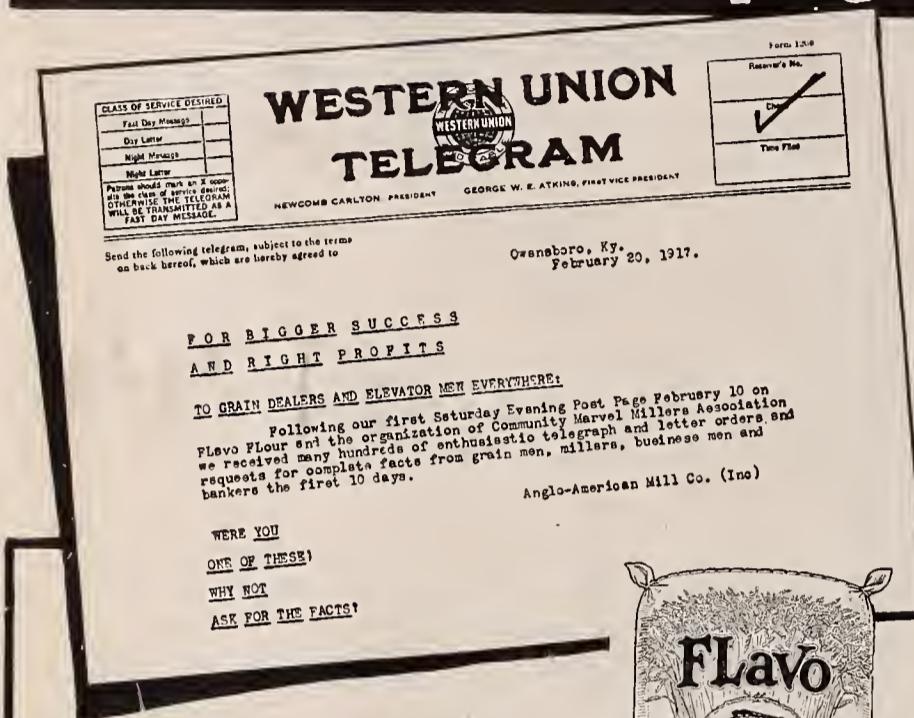


"Western" Gyrating Cleaner



"Western" Mill Shelter

Over 2000 Telegrams and Letters Received on FLavo FLour Campaign



Grain Men Doubling-Upon Profits

FLavo FLour is known everywhere now to millions of flour users. Our \$100,000 National Advertising of FLavo FLour started February 10th in a Saturday Evening Post page, to be continued in all leading publications every month. Makers of FLavo FLour—Community Marvel Millers—everywhere get the full benefit of this at no cost to them.



As Advertised
Everywhere—Known to
Millions Now

AMERICAN MARVEL Self- Contained FLOUR MILL

Capacities from 15 barrels, 25 barrels, 50 barrels to 75 barrels per day and UP, according to the number of units used, to ANY CAPACITY.

Sold strictly on 30 days trial or money back.

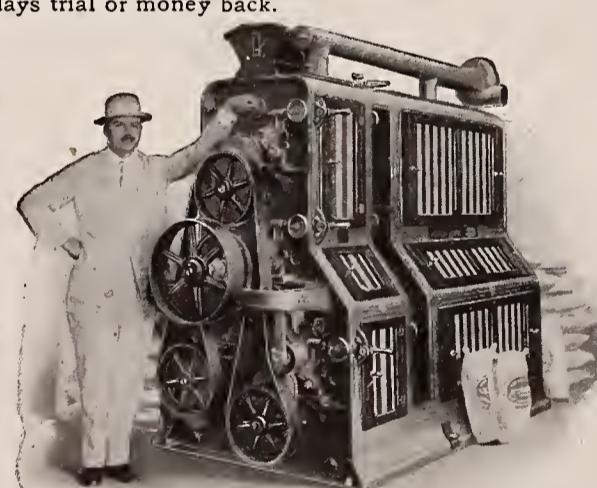
On cash or easy-payment terms.

The stampede toward better and more profitable small-town and community flour making has already started—on FLavo FLour.

Hundreds of Grain Dealers and Elevator Men have joined Community Marvel Millers Association of owners of the American Marvel Flour Mill.

You will be welcomed. Budget the full proposition at once.

Membership in each neighborhood regulated by population.



Self-Contained—Several Capacities—No New Building Needed

Start Now—Write or Wire

Your Big Opportunity Here

ANGLO-AMERICAN MILL CO., Inc.
445 Trust Bldg., Owensboro, Ky., U. S. A.

(99)

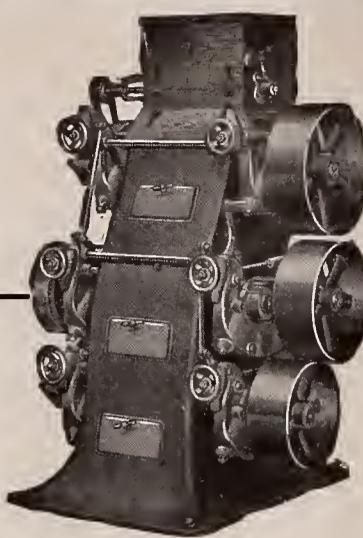
Send me at once your special FLavo FLour plan for members of Community
Marvel Millers—and all facts, catalog, etc., on American Marvel Flour Mill—FREE.

Name _____

Address _____

State _____

Tear This Coupon Out and Mail It Today!



You need this sturdy, capable, general purpose mill

For grinding feed, table corn meal, pearl meal, linseed, etc., you can use this mill with great profit. This mill is built by men who know milling conditions, for those who want the best in milling equipment.

N. & M. Co. Three Pair High Mill

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side.

See book on Mills, No. 1290 for details.
If you haven't got it we will send it on request.

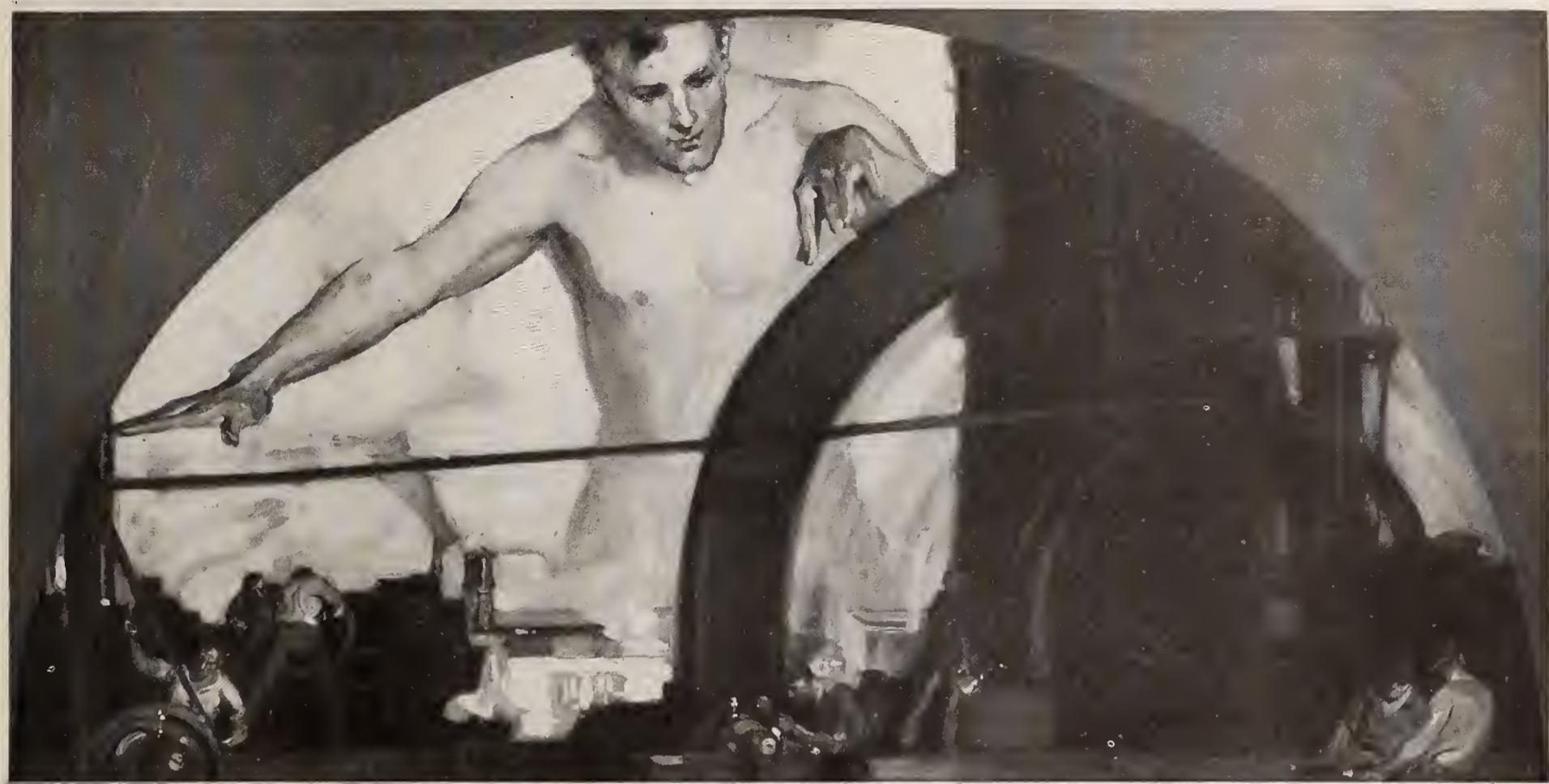
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for the
Modern
Mill

**Nordyke &
Marmon Co.**
INDIANAPOLIS, IND.
Established 1851

Ask for
Catalogs
on any
Equipment
you need

America's Leading Mill Builders





THE CONSERVATION OF ENERGY AND THE TRANSMISSION OF POWER

Belts Determine Dividends

In the quest for efficiency it is the obvious that is most often overlooked.

This is as conspicuous in the efficient transmission of power with belts, as a great railroad genius made it evident in the efficient transportation of freight.

In the haste and hurry of our national development railroad executives long overlooked the obvious truth that there were such things as unnecessary curves and reducible grades—both dividend-devouring wasters of power.

But the genius came and saw the obvious—demanded action—had curves straightened and grades leveled—and the stocks of his railroad rose hundreds of points.

Had he been a manufacturer, he would have attacked power-wasting belts.

For ordinary transmission belts are profit-squandering wasters of power—long unperceived because too obvious.

For engine and machine—power-producer and power-user—depend for their final efficiency on the BELT.

The Belt is the connecting link in the production chain. It determines inevitably the efficiency of that chain.

That is only another way of saying that belts determine dividends.

Because executives are now beginning to recognize this obvious connection between power-transmission and profits, the use of Blue Streak Belts is increasing enormously in every industry.

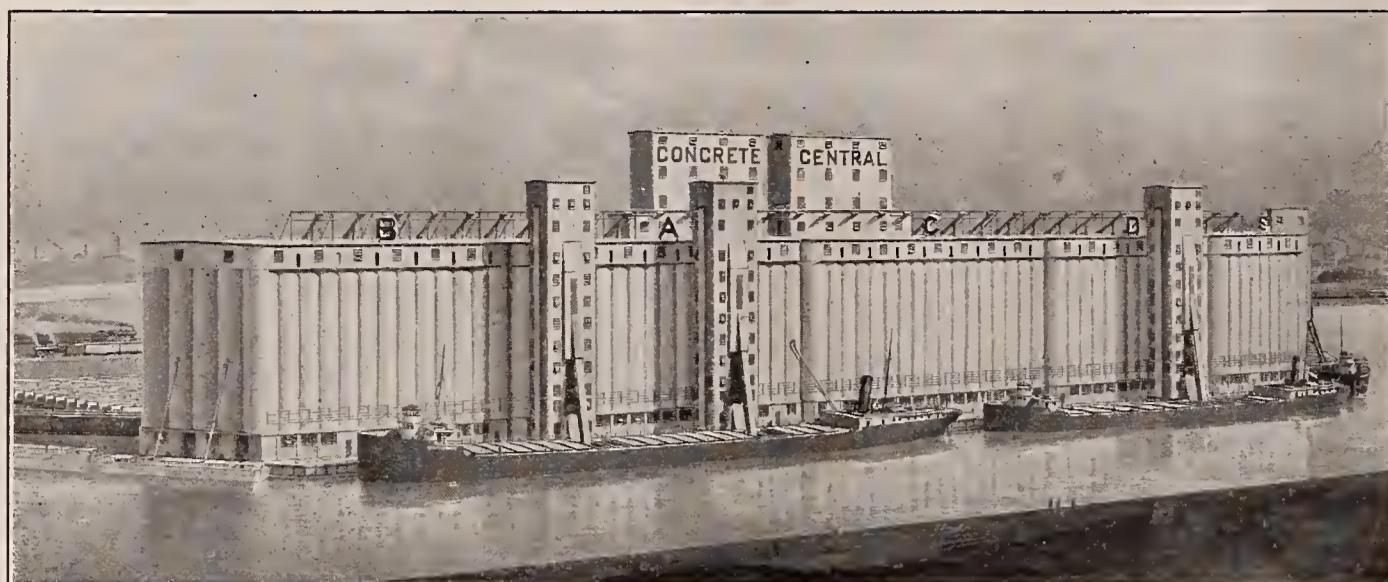
They are built to conserve power in transmission—and in scores of plants in every industry the cost records show that they do conserve it.

And they also give you *longer* service per dollar of cost.

* * * *

The demands of safety for employes as well as the need for conserving power everywhere recommend the use of Good-yearite. The durability and heat-resisting qualities of this asbestos sheet packing prevent the dangerous and costly blow-outs chargeable to gaskets of inferior material.

• PACKING • BELTING • HOSE • VALVES •
GOOD  **YEAR**
AKRON



Concrete—Central Elevators, Buffalo, N. Y.

Total capacity of elevator when completed July, 1917, will be 4,500,000 bushels. It will be equipped with three Movable Marine Towers and one Stationary Marine Tower for receiving grain from boats, each having a capacity of 25,000 bushels per hour and ten Car Loading Spouts. The receiving capacity from boats will be 100,000 bushels per hour. The shipping capacity to cars will be 100,000 bushels per hour. The receiving capacity from cars will be 25 cars per hour.

Proof of the Superiority of Monarch Modern Elevator Construction

Concrete—Central Elevators—Built 1915, capacity 1,000,000 bu.; 1916 added 1,000,000 bu.; new contract awarded for 2,500,000 bu. additional.

Superior Elevator—Built 1914, capacity 1,500,000 bu.; 1916 awarded contract for Marine Tower and additional equipment.

Connecting Terminal Elevator—Built 1914, capacity 1,000,000 bu.; 1916 awarded contract for Marine Tower and an extension of elevator.

Archer-Daniels Linseed Co. Elevator—Built 1915, capacity 350,000 bu.; 1916 added 700,000 bu.

Shredded Wheat Co. Elevator—Built 1913, capacity 100,000 bu.; 1915 added 100,000 bu.; 1916 added 300,000 bu.

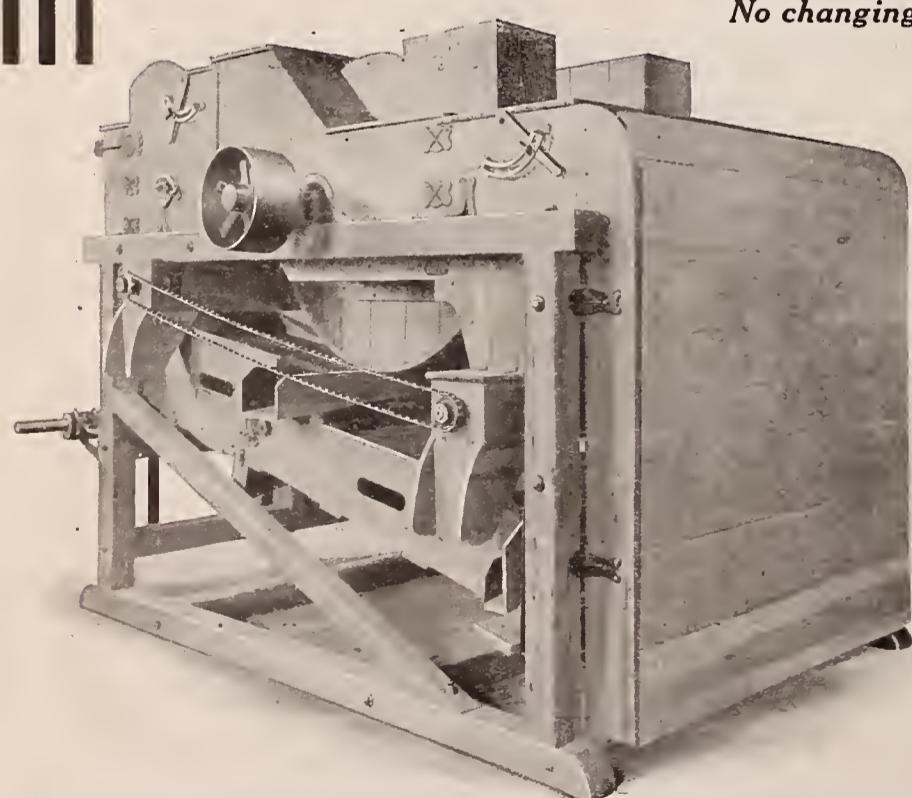
Grain Elevators Built in All Parts of the World

MONARCH ENGINEERING COMPANY, Chamber Commerce, Buffalo, N. Y.

A very successful combined cleaner for both

CORN AND SMALL GRAINS

No changing of sieves necessary



"Eureka" Combined Corn and Grain Cleaner

For handling corn and cob as it comes from the sheller; also to reclean corn, oats, wheat and other small grains without changing the screens.

The "Eureka" is the only Separator having automatic duplex air valves for regulating the air currents; a detail which ensures uniform results when handling both large, heavy grain and small, light grain. Without this feature no machine can truthfully be called a successful Combined Cleaner.

St. George, Kans., January 22, 1917
The S. Howes Co., Inc.,
Silver Creek, N. Y.

Gentlemen:—Replying to your favor of the 19th, asking what service we are getting from our combined corn and small grains cleaner made by you and which has been in operation about 18 months, will say that it is giving splendid satisfaction in cleaning corn and wheat.

We can put 750 bushels of corn per hour over it when necessary.

We thank you for sending your catalogue; it is a good one.

Yours very truly,

Wm. Dalton's Sons.



Full particulars mailed promptly



THE S. HOWES COMPANY, Inc.
Eureka Works

Silver Creek, N. Y.



C. & N. W. RY. Calumet Terminal Elevator South Chicago, Illinois

Now under Construction. Total Capacity of Completed Plant: 10,000,000 Bushels. To be operated by the Armour Grain Company of Chicago.

Designing and Consulting Engineers for Entire Work

John S. Metcalf Company, Limited

GRAIN ELEVATOR ENGINEERS

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108 South La Salle Street, CHICAGO, ILL., U. S. A.

National Mutual Buildings, Collins Street, Melbourne, Australia

35 Southampton Street, LONDON, W. C., ENGLAND

CHEAP INSURANCE for FEED-GRINDERS

The best possible protection against iron in your stock—iron that ruins grinders, causes explosions and fires—is the

Invincible Sypher Electro-Magnetic Separator

As a feeder to grinders, it spreads grain perfectly.

Write for the news about it.

INVINCIBLE GRAIN CLEANER CO.
Dept. 1 Silver Creek, N. Y.

REPRESENTATIVES

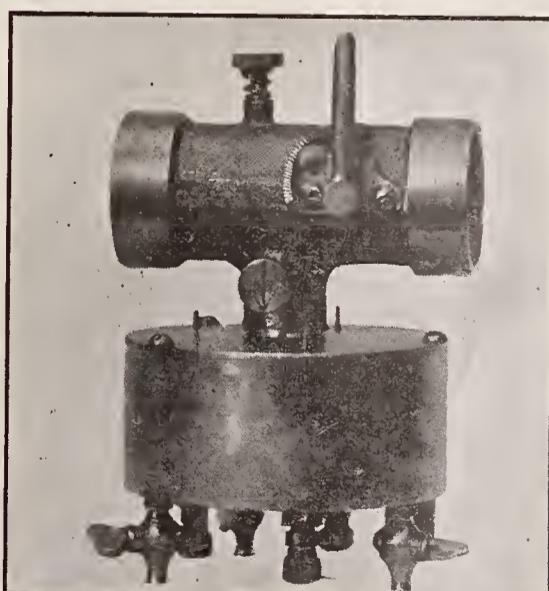
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Kansas City, Mo., 211 Postal Bldg.....F. J. Murphy
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Well, What Are You Going To Do About It?—You Gasoline Users

What are you going to do about this ever-increasing price of Gasoline? Gasoline is

steadily going higher in price, and lower in quality. You cannot afford to use it as a fuel from an economical standpoint, nor can you afford to throw away your present Gasoline engine. We can cut the fuel cost 60% and save the engine for your power plant, with our KEROSENE CARBURETOR.



Why Not Let Us Do It?

Kerosene Carburetor Company
Frankfort, Indiana

It Will Last

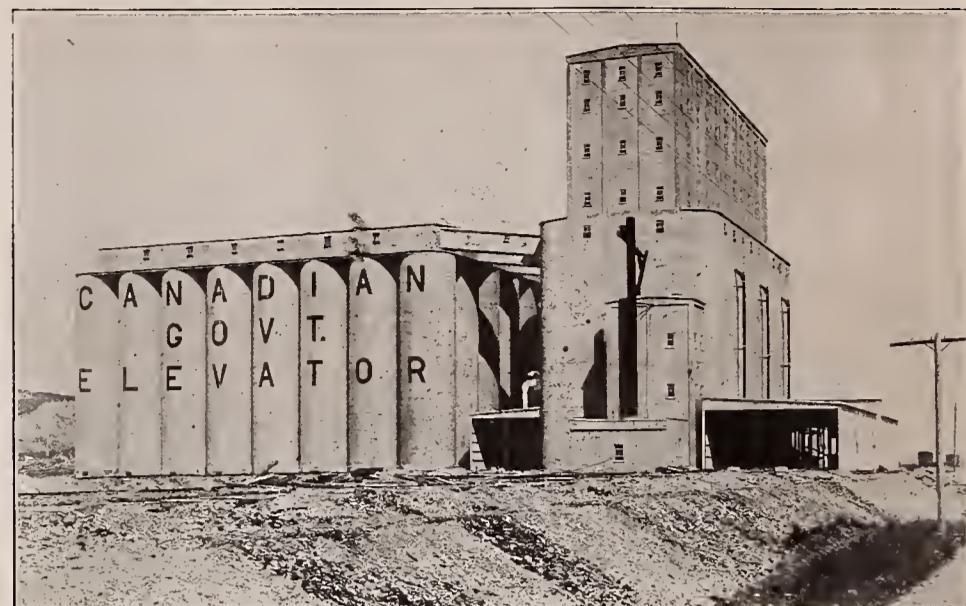
Reinforced concrete. Built for heavy floor loads.
Uses the daylight. Tracks arranged right.
"Macenco Results"



1500 barrel Mill, 300,000 bushel Elevator and
500 H. P. Diesel Power Plant of the Kansas
Flour Mills Company, Great Bend, Kansas.

Macdonald Engineering Company

53 West Jackson Boulevard,
CHICAGO



Terminal Elevator, Calgary, Alta., 2,500,000 Bushels Capacity.
Recently Completed.

We Build Reinforced Concrete Structures of all Types
Grain Elevators, Mills and Industrial
Plants a Specialty

Our Engineering Department is ready to solve your
problems and furnish preliminary estimates.

JANSE BROS., BOOMER, CRAIN & HOWE
GENERAL CONTRACTORS

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Also Zeigler Block, Spokane, Wash. Mackie Block, Calgary, Alberta

Burrell's 1916 Record



Van Winkle Grain and Lumber Co., Council Bluffs, Ia.

Complete Grain Elevators and Mill Buildings,
Concrete or Wood

Burrell Engineering & Construction Co.
Webster Building, CHICAGO.

PORLTAND, ORE.

97
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With the largest
and most efficient
Engineering
and
Construction
Organization
for large or small
work ever gathered
together by a
concern in our
line, prospective
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Elevators will find
it to their advan-
tage to consult us
before formulating
any definite plans.
It Costs Nothing.



Grain Elevators
of any size and any type
Designed and Built for
Safety and Economy

A record of successful construction in
both North and South America is proof
that we can meet your local conditions
and satisfy every requirement.

If considering building, write us
for standard designs.

The 3 Americas Co.
Builders of Better Elevators
128 S. Michigan Ave., Chicago



Write Today
for
Further
Information

HAVE YOU
A cleaner in your elevator?

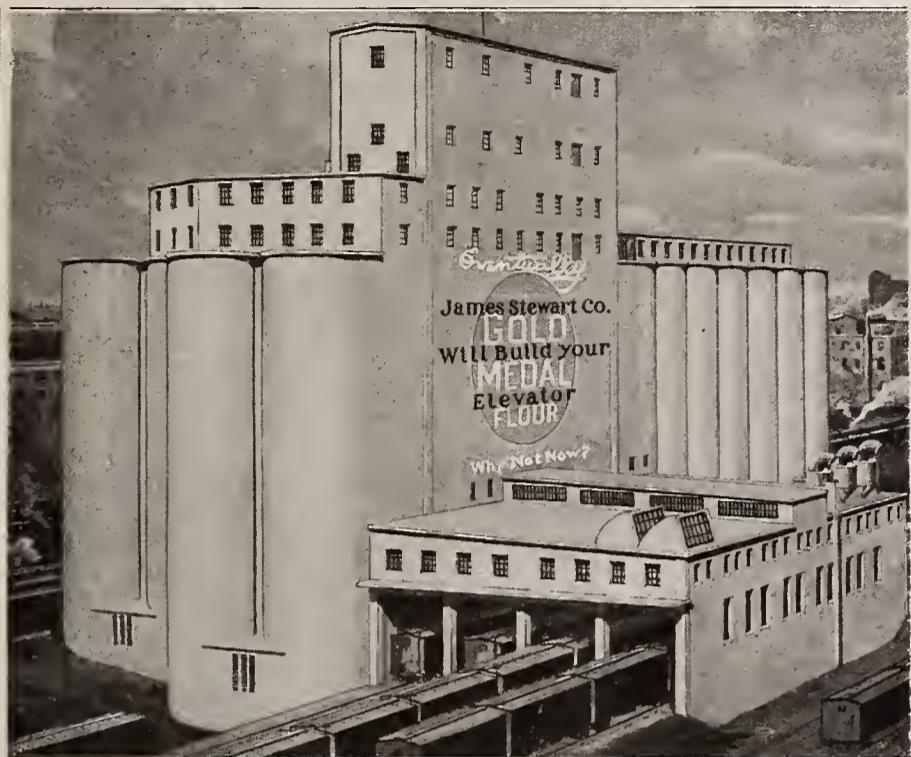
If so, then you will be interested
in the installation of a

Cyclone Dust Collector

CYCLONE BLOW PIPE CO.
2542-52 Twenty-first Street, Chicago, Illinois

Complete new systems installed on modern plans
and guaranteed. Old systems remodeled on modern
lines on most economical plans. Supplementary
systems added where present systems are out-
grown. Defective systems corrected and put in
proper working order.

**TWO MILLION BUSHEL FIRE PROOF
RECEIVING ELEVATOR
FOR
Washburn-Crosby Company
Minneapolis, Minn.**



Write us for designs and estimates

We Design and Build Elevators, any type of construction, in any part of the World.

JAMES STEWART & CO., Inc.
GRAIN ELEVATOR DEPARTMENT

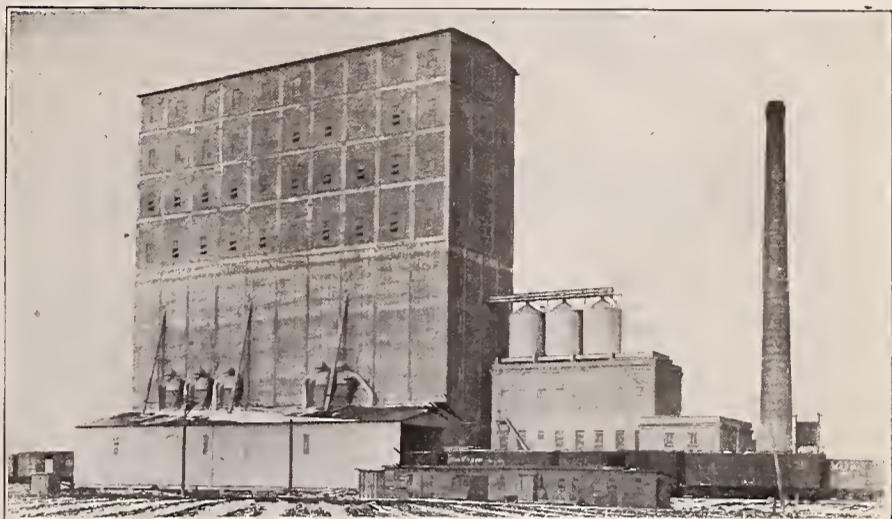
Fifteenth Floor of Westminster Building
W. R. SINKS, Manager

CHICAGO, ILL.

**The Michigan Central Fire Proof
Grain Elevator**

Located at 124th Street and Cottage Grove Ave.
KENSINGTON, CHICAGO, ILL.

Absolutely the most rapid handling elevator in or about Chicago.



Our experience covers every branch of grain elevator building work as well as any type or style of construction to meet requirements in any locality.

Designs and estimates promptly furnished.

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1244-1250 Monadnock Bldg.

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**Robinson
Telegraphic Cipher**
Revised Edition
Cloth Binding - - \$1.50
Leather Binding - \$2.00
**Mitchell Brothers
Publishing Co.**
431 So. Dearborn Street, Chicago

Reliance Construction Company

**Furnish Plans, Estimates and Build
COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

CONTRACTORS FOR
Grain Elevators
COMPLETE WITH
MACHINERY INSTALLATION.
**DEVERELL,
SPENCER & CO.**
GARRETT BUILDING
BALTIMORE, MARYLAND



**The Barnett & Record Company
GENERAL CONTRACTORS**

Designers and Builders of
Grain Elevators, Flour Mills and Heavy Structures

Reinforced Concrete and Steel Ore Dock constructed at Superior, Wisconsin, for the Allouez Bay Dock Company. Entirely Fireproof.

Write for Designs and Estimates

OFFICES:

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Duluth, Minn.

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Instantaneous Power Is a Necessity, Economical Power Is Profitable

For the elevator or mill that must be driven at certain intervals. So dependable in operation that some of the largest elevator concerns are

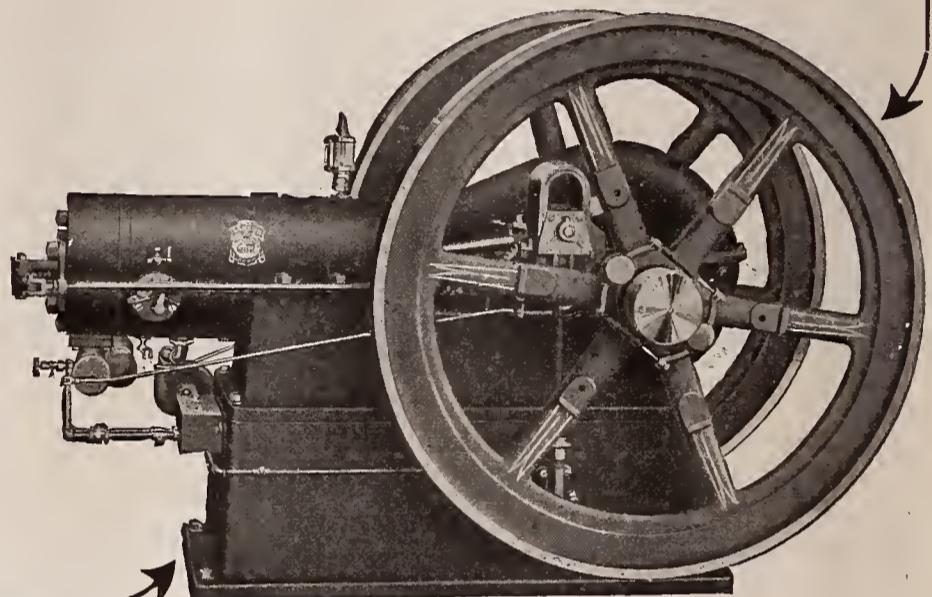
adopting Lauson Kerosene Engines as standard equipment. Low in First Cost. Lowest in repair cost and least subject to loss of service.

Lauson Kerosene Engines

start easily, carry full load instantly, and run as smooth as a steam engine. Easy to start and operate. Operates with a clear, clean exhaust regardless of load conditions. Operates on Kerosene, Distillate, Motor Spirits or other similar cheap fuels.

Built in Sizes up to 50 Horsepower
AN ENGINE FOR EVERY SIZE ELEVATOR OR MILL
Write for Bulletin 265

The John Lauson Mfg. Company
84 Monroe Street
New Holstein, Wis.



The "Knickerbocker Cyclone" Dust Collector



For Grain Cleaners
ALL STEEL

Write for Catalog



Jackson, Mich.

The Knickerbocker Company

TALK ABOUT YOUR DISCOUNTS!

If, every month you could deduct 30% to 40% from your fuel or power bills and 90% from your oil invoices you'd think you were enjoying mighty generous discounts. Well, that's practically what you are able to do when you install

"SCIENTIFIC" Ball Bearing Attrition Mills

(Users are fully protected by our warranty as to efficiency, workmanship and patent litigation)
In hundreds of the most successful plants these machines are doing more and better work—giving their owners all-around satisfaction—and a bigger profit for their effort.

They will do as much for you. Our catalog tells how. Write for it.

THE BAUER BROS. CO.
Formerly Foos Mfg. Co.
517 Bauer Bldg. SPRINGFIELD, OHIO



SCIENTIFIC

Improved Economy Cracked Corn Separator and Grader

The big season for poultry feeds is near and the trade is demanding a clean grade of grains without any waste in it for their poultry, which the IMPROVED ECONOMY CRACKED CORN SEPARATOR will produce with the very least expense of operation.

This valuable machine not only produces all different grades needed, but it polishes and brightens each grade, adding to its appearance. Write for new catalogue giving full particulars and samples of work done on this machine.

Note copies of letters from firms who have found this valuable machine both a money-maker and a business getter. Could show many more of the same kind from both Canada and the U. S., but space prevents.

Herein please find check for Economy Cracked Corn Grader which we are well pleased with. It does all you claim for it. Respectfully yours,
John Hill, Taylorsville, Ind.

The Economy Cracked Corn Separator and Grader is all O. K. She is a dandy and does all you claim for it. Could not get along without it. Yours truly,
Geo. W. Warfield, Hicksville, Ohio.

The Economy Cracked Corn Separator and Grader is giving good satisfaction.
Bennett Milling Co., Geneva, Ill.

We are getting good results with the Economy Cracked Corn Separator and Grader.
J. Zimmern & Co., Mobile, Ala.

Enclosed find check for Economy Cracked Corn Separator and Grader. We got the machine set up last month and it does good work.
John Crum, Delaware, Ind.

We are using your Economy Cracked Corn Separator and are well satisfied. We would not care to use any other.
Chris Miller & Sons, Louisville, Ky.

What the Economy does for the above firms it will do for others. People will raise poultry, and the grains for producing the kind of feeds they demand may be raised in fields around your elevator or mill. Keep your trade by supplying what they demand, and install the ECONOMY CRACKED CORN SEPARATOR AND GRADER.

Shipped to responsible parties on 30 days' trial.
Covered by two patents with third patent on improvement pending.

J. W. LINKHART & SONS
PATENTEES AND MANUFACTURERS

NORTH VERNON,

IND.

MILWAUKEE'S LARGEST ELEVATOR



VIEW OF THE WATER SIDE OF ELEVATOR "E"

New Modern Complete 1,650,000-Bushel Elevator

We are pleased to announce the completion of additional storage and equipment to Elevator "E" giving it a total storage capacity of 1,650,000 bushels, the largest grain elevator in Milwaukee.

The elevator is now fully equipped with the most modern and efficient grain handling machinery including cleaners, clippers, automatic sacking scales, a drier of 2,000 bushels capacity per hour and a 4,000 bushel bleacher. It has both rail and water shipping facilities.

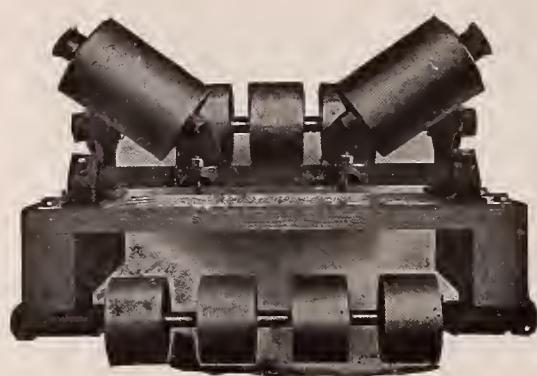
Increased elevator facilities in Milwaukee makes this market more and more important to grain shippers, grain consignors and to grain buyers than it has ever been before.

We appreciate the generous patronage of our many customers during the past and with our new increased facilities for handling incoming shipments and outgoing shipments can serve the trade with more efficiency and satisfaction—but we are looking for more business.

Eastern buyers will find it very profitable to confer with us now. Western shippers will do well to keep in touch with us.

TAYLOR & BOURNIQUE CO.
Grain Merchants
MILWAUKEE, WIS.

Branches: { CHICAGO—302 Postal Telegraph Bldg; BOSTON—510 Chamber of Commerce
(NEW YORK—355 Produce Exchange; BUFFALO—636 Chamber of Commerce



Improved Belt Conveyor

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A Saver Both of Millers and of Money—

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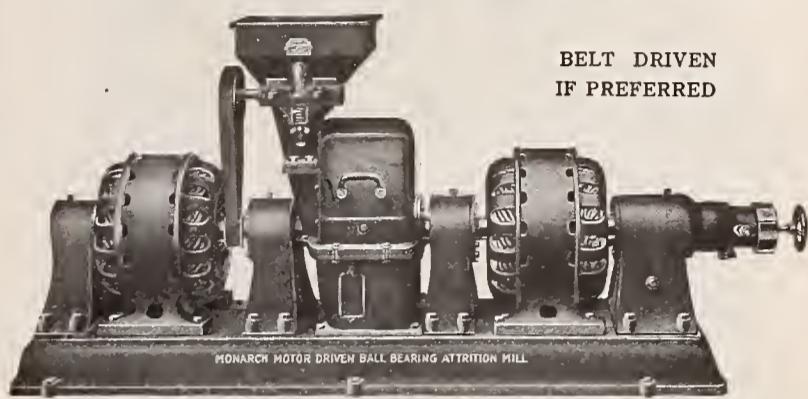
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The Monarch Ball Bearing Attrition Mill



Furthermore—with uninterrupted service in view, every part of a MONARCH mill is standardized, so that should repairs ever become necessary they can be easily made without delay.

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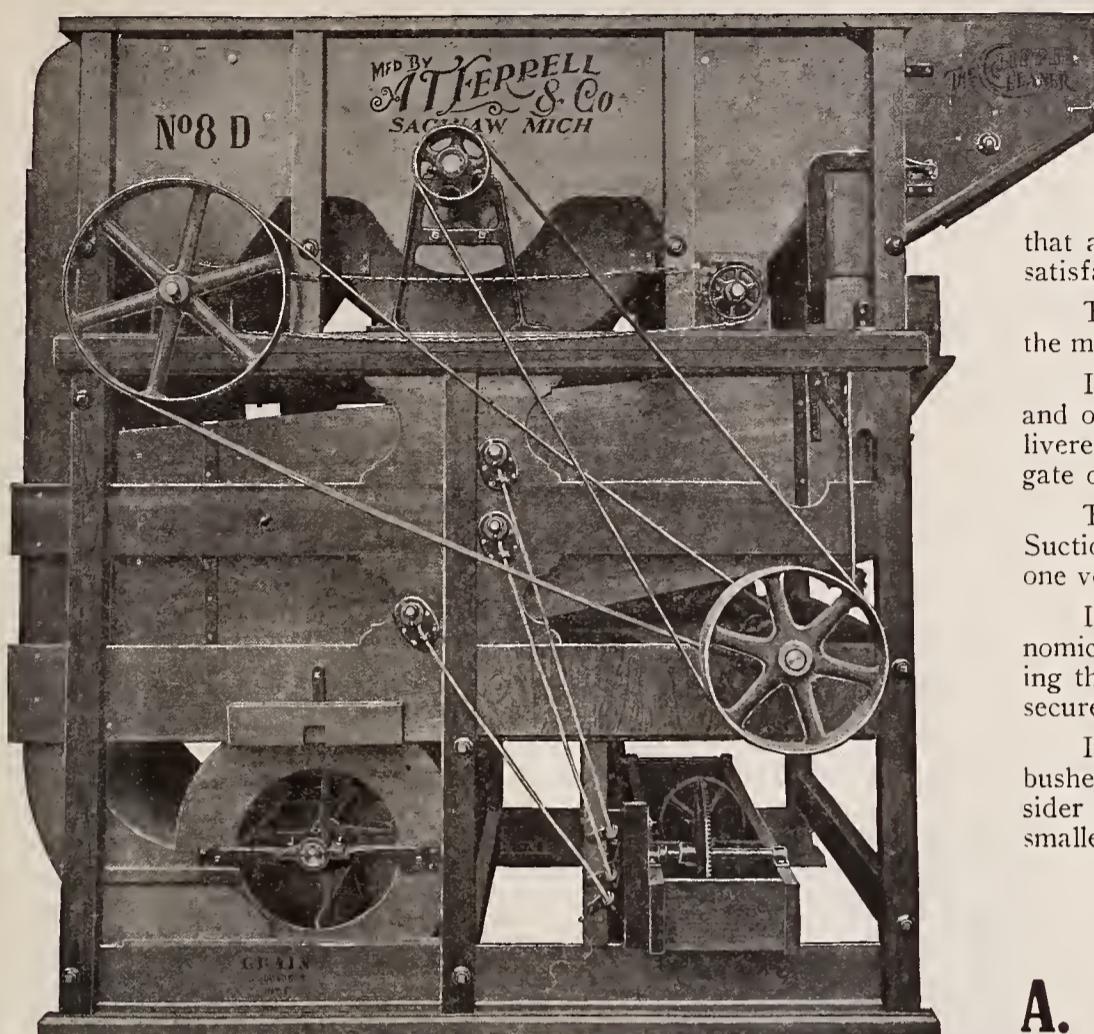
air and clean and condition grain, with no additional operating expense. They cost little and sold on 30 days' free trial.

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Corn Sieves also, conforming with the new rules.

The No. 8-D "CLIPPER" Double Suction Grain Cleaner



THE demand for a high grade grain cleaner with large capacity and capable of making close separations has induced us to design and place this machine on the market. We installed the first machine of this type two years ago and since that time have placed several more. After carefully testing them out under the closest observation and most severe tests, we feel gratified to be able to say that all of the machines installed to date are giving excellent satisfaction, both as to capacity and results.

This machine has our Roller Bearing Traveling Brushes—the most satisfactory traveling screen brush ever devised.

It is equipped with the Double Screen system; the wheat and oat screens are always in the machine. The grain is delivered onto the screen you wish to use by simply shifting a valve, avoiding screen changes and saving time.

This machine is a combination of the Vertical Blast and Suction principles. It is equipped with two suction legs and one vertical blast causing a saving in power.

It is simple, durable, has large bearings and eccentrics, economical, has force feed hopper, hopper feed agitator. Considering the material used, fine workmanship, and excellent results secured, it is the most perfect grain cleaner on the market.

If you are after the extra premium of one to two cents per bushel for grain extra well cleaned, you will do well to consider this machine before purchasing. Also made in a slightly smaller size.

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GRAIN DRIER is in a class by itself. The design is characteristic; its operation is simple to the extreme, the running expense is most economical, and the dried product it produces is unequalled.

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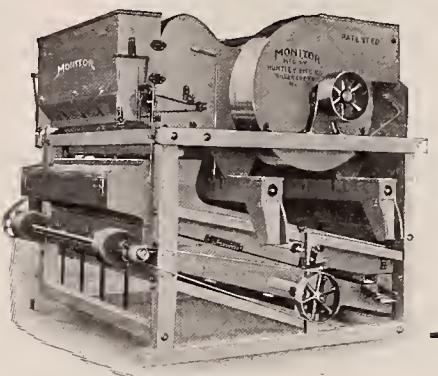
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America's Master Cleaner



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Based on performance in a majority of the largest, most modernly equipped Elevators in the World—based on service rendered in hundreds of elevators that are “small” only by comparison with the aforesaid gigantic houses—it has been *conclusively demonstrated* that the satisfactorily simple operation, unfailing dependability, unequalled efficiency and extraordinary economy of the “Monitor” Automatic Receiving Cleaner establishes new, high standards in all-around elevator cleaning service. To-day, as for several years, this *exclusive* design of “Monitor” dominates the critical buying Cleaner trade by sheer force of its wonderful record in service where *nothing but the best* will suffice. Fifteen minutes with our literature, free on request, explains the difference between the “Monitor”—the widely and conclusively proven best in Cleaners—and others. It’s an interesting subject to live grain dealers confronted today with more serious cleaning problems than ever before—and worse to come.

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Established in 1882.

VOL. XXXV.

CHICAGO, ILLINOIS, MARCH 15, 1917.

No. 9.

Notable Addition to Milwaukee's Elevator Capacity

AN increase in storage capacity of 600,000 bushels of grain was made in Milwaukee Elevator "E" at Milwaukee, Wis., at the close of last year. Through this addition, the general efficiency of the entire plant was greatly increased, and it now presents an appearance in harmony with Milwaukee's growing activities as a leading grain market. The operators of the house, the Taylor & Bournique Company, no doubt had this in mind, in their decision to secure an addition to the elevator, that the grain trade of Milwaukee gave as great promise of future possibilities as it had gained in extent of business in the past, and that the market is destined for a still greater future in time to come.

Before entering upon a description of the elevator a word may not be out of place regarding its operators. The Taylor & Bournique Company was organized in August of the past year, succeeding Fagg & Taylor, which had been in existence since 1906 and which dissolved owing to the retirement

of Mr. Fagg. A. K. Taylor, the president of the company, was born in Rome, N. Y., and came west when he was 17 years old, engaging with Armour Grain Company of Chicago, remaining with this house for 25 years. In 1898 he took charge of the Armour Grain Company's interests in Milwaukee, operated as the Milwaukee Elevator Company, and conducted Milwaukee Elevator "E" until 1906, when the firm of Fagg & Taylor was formed. Mr. Bournique, vice-president and treasurer of the company, was formerly vice-president of the Wisconsin National Bank and has been for years prominently identified with Milwaukee's financial interests. A. K. Taylor, Jr., is secretary of the company and has practically grown up in the grain business. The firm is strong financially, and the possessor in generous measure of those important factors, experience and reputation for square dealing without which no company can hope to make a success.

The Milwaukee Elevator "E" is owned by the Chicago, Milwaukee & St. Paul Railroad Company.

The new storage annex was designed by R. H. Folwell of Chicago and built by the Witherspoon-Englar Company of Chicago.

The new storage storage 21 reinforced concrete grain tanks, each 21 feet 6 inches in diameter, and the height of the structure to the top of the cupola is 106 feet. The tanks are 57 feet east of the old operating house and receives and discharges grain by 2 overhead conveyor bridges and 2 belt tunnels beneath. The size of the conveyor belts both in the gallery and tunnel is 36 inches, and they have a capacity of approximately 15,000 bushels of grain per hour. The machinery equipment was supplied by the Weller Manufacturing Company of Chicago and The Webster Manufacturing Company of Tiffin, Ohio. General Electric motors furnish the power.

The old elevator was remodeled throughout last summer and put in first-class shape. It is equipped with all necessary machinery including a bleacher and Morris Grain Drier, the latter installed by Strong-Scott Manufacturing Company, Minneapolis.



NEW STORAGE TANKS OF MILWAUKEE ELEVATOR "E," OPERATED BY THE TAYLOR & BOURNIQUE COMPANY
Designed by R. H. Folwell and Constructed by the Witherspoon-Englar Company of Chicago.

Climax of the Grain Grades Hearings

Department of Agriculture Receives Final Criticisms of Wheat Grades—Prejudice and Local Interest vs. Science—Evidence in Hands of Secretary for Final Promulgation of Grades

BY WALDON FAWCETT

WITH a particularly peppery debate on the subject of moisture content, there has just been wound up in Washington, D. C., the series of public hearings which the officials of the U. S. Department of Agriculture have held in various sections of the country on the subject of the tentative wheat grades. At all of the various conferences throughout the country there has been free discussion of the different questions at issue, but on no previous occasion, not even in the controversy over smutty wheat, was there such a display of feeling as at the wind-up at the national capital.

The concluding hearing had been set for March 7 and it was expected that it could be concluded in the one day but so stiff was the fight put up, on the occasion of this the final opportunity, that the council of war continued through the 8th inst. and into the 9th. The free-for-all debate might be in progress yet were it not for the vigilance of Charles J. Brand, who presided, in restricting the participants to the subject immediately in hand. Many of the speakers showed a disposition to digress to a discussion of various commercial problems of the grain trade,—for instance, the question of competition, the competition of Canadian wheat in the U. S. market being an especially inciting one,—but Mr. Brand endeavored to hold all critics as rigidly as possible to the elements involved in grade determination.

Aside from the displays of temper the final hearings, which crowded to capacity an assembly room in the U. S. National Museum, were interesting because of the full muster of the respective interests which may be said to be arrayed against one another. On the one hand there was such a representation of the officials and investigators of the U. S. Office of Grain Standardization as has been present at no other similar gathering. Practically every man on the staff of this Bureau, as well as numerous other officials of the Department of Agriculture were present. Facing them was a representative gathering of grain men from all sections of the country but predominating was a contingent from the Northwest and particularly from Minnesota who were there to make their last stand against certain features of the new grades that are objectionable to wheat growers in this region.

A new element was supplied by the presence and very active participation of members of Congress. Representatives Henry T. Helgesen of North Dakota, Halvor Steenerson and Andrew J. Volstead of Minnesota were leaders in a sense of the attack upon the wheat grades, particularly the features that contemplate the fixing of 14 per cent as the limit of moisture content and they had the support of other members of the U. S. Senate and House of Representatives from that section of the country whereas officials of the Minnesota State Inspection Department displayed the same attitude of opposition which they have maintained more or less consistently since the proposition for Federal grades was first broached.

The brushes between the Government experts and the Congressmen made the sparks fly at various junctures. For instance, when Congressmen Helgesen virtually accused the Department of Agriculture of looking out, when fixing its new grades, for the interests of grain buyers and ultimate consumers at the expense of the interests of the producers, a charge that brought from Mr. Brand an emphatic statement to the effect that the Department of Agriculture always looks out for the interest of producers and for the other classes as well, most of the time. Helgesen had a tilt with Dr. Duvel when he claimed that the head of the Office of Grain Standardization had promised him, during hearings before the Committee on Agriculture of the House of Representatives

that he would not leave the moisture content as low as 14 per cent. Dr. Duvel declared that it was an entirely different matter regarding which a promise had been given and both disputants agreed to look up the record of the incident, Congressman Helgesen intimating that he would have done all within his power to defeat the Grain Standards Act in Congress if he had known that the interests of Minnesota wheat growers were not to be taken care of in the manner he desired.

Some truly surprising statements were made in the course of the wrangle relative to moisture content. For example, Congressman Volstead, who declared that he was a lawyer and had tried many cases in court involving grain in storage, asserted that grain in storage will lose as much as 5 or 10 per cent of moisture. When Dr. Duvel contended that the figure should be a fraction of one per cent the Congressman opined that it must be 2 or 3 per cent at least. He was unable to reconcile his statement with the declaration of a previous witness that grain in storage has increased moisture content.

The burden of the plea of the Minnesota congressmen, of O. P. B. Jacobsen and others who spoke in opposition to the tentative grades was that inasmuch as the Minnesota system of grades has allowed and the commercial world has supposedly accepted for a long term of years, standards allowing a moisture content of 15 per cent there is no reason to cut this to 14 per cent at this time. It was in vain that the Government officials pointed out that whatever the maximum allowance, it was seldom that Minnesota and Dakota grain had shown so high a moisture content as 15 per cent, the average being little over 14 per cent and the actual showing in many years nearer 13 per cent.

But the objectors persisted that the grain growers of the "bread basket of the world" did not want to be penalized when in a bad year excessive rain, etc., might push the moisture content up above the 14 per cent limit. The bugbear of having their grain take a No. 4 grade worried them tremendously and calculating a spread of something like 18 cents between No. 1 and No. 4 they figured a loss of millions of dollars annually. Several of the spokesmen for the farmers made the threat that if the grades are based upon a 14 per cent moisture content a large proportion of the spring wheat farmers "will go out of business" and that the cost of living will be increased.

In rebuttal several of the elevator men present told the Minnesota grain growers that their easy conscience with respect to moisture content is just what is the matter with our export grain trade today. To the alleged dissatisfaction abroad due to the quantity of excess moisture wheat that has been exported was attributed the fact that our No. 1 Northern is so frequently graded as on a par with No. 3 Canadian and is declared to never get a better rating than No. 2 Canadian. A grain man from Toledo said that in his opinion the Government had not carried on sufficient tests relative to moisture content of grain in storage in steel tanks at Great Lake ports to enable proper judgment as to requirements in fixing standards, and Mr. Brand came back at him with the revelation that the moisture testing apparatus upon which the Toledo tests cited by the speaker had been made has recently been found, on comparison with the Government's standard testing apparatus, to show an error of 1 or 2 per cent. The Toledo man thought that Mr. Brand must mean an error of one-tenth of one per cent or maybe two-tenths but the presiding officer insisted that his information was that the Toledo apparatus was 1 to 2 per cent off.

A deep impression was made by Mr. Barnes when, on behalf of the commercial grain trade, he called attention to the fact that a brand new and influential factor will be injected into the situation with the

opening of the Erie Barge Canal which will result in grain moving all the way from Duluth to New York by water. He figured that if there is a cut in cost of 3 or 4 cents per bushel the new status will result in an aggregate transportation economy of close to \$10,000,000. What Mr. Barnes sought especially to bring out, however, was that it will, under the new conditions, doubtless be necessary for export grain to remain afloat one week or two weeks in New York harbor awaiting transfer to ocean going vessels and under any such exactions he declared that a moisture content of 15 per cent "will not be safe."

All the kicks that the Minnesota and Dakota objectors registered with respect to moisture content were duplicated with varying force in the case of other specifications of the proposed grades, particularly in the case of test weight per bushel. The irreconcilable Helgesen asserted that with the commercial world accustomed during a long span of years to accept 58 pounds on No. 1 wheat the Government's proposal of 59 pounds was nothing less than penalizing the farmer "who is up against the weather" or other unfavorable conditions.

Charges reflecting upon elevator interests were made somewhat promiscuously at one time or another during the hearing. In reply to one of the elevator men who had declared that competition is keen among the elevator men for "the country business" and is based on service absolutely, one of the Congressmen attempted to cite hearsay evidence to prove that millers are not free to buy in the Minneapolis market unless they buy through the Chamber of Commerce. Another criticism advanced was to the effect that when there is a shortage of cars and farmers are dependent upon line elevators not equipped with cleaning apparatus "they are at the mercy of those buyers."

As has been said the subject of importations of light weight wheat from Canada (42 to 49 pounds) stirred up the assemblage and for a period there were three or four men on the floor at a time seeking the recognition of the presiding officer. An effort was made to show that a considerable proportion of this Canadian wheat was milled for export and thus a drawback obtained on the duty paid at entry but several millers told of purchases (one approximating 3,000,000 bushels) that had been milled with no contemplation of export except with respect to a small portion of the total.

A suggestion was made from the floor that if the tentative grades are too exacting on the score of weight an extra spring grade might be added for wheat weighing 59 pounds or over, leaving the present limitation undisturbed. This and other proposals for carrying water on both shoulders with respect to the domestic and foreign grain trade led Mr. Brand to ask whether the interests affected would like a series of export grades separate and apart from the domestic grades. He had been under the impression, he said, that such a solution was not regarded favorably by men in the trade but intimated that if there was now a sentiment in favor of the plan it might be further considered.

It was evident from various flashes during the continuance of the hearings that the Government had not anticipated such a wave of opposition and protest as it faced in this wind-up. At one point Mr. Brand referring to the protests from Minnesota and the Dakotas remarked with sarcasm that although hearings had been held in all parts of the country it seemed that there is "only one section of the country that we are completely ruining." At another point he told a farmer who prated about his "experience" that his experience as a grain grower did not warrant him in setting up his opinion as to technical consideration of grades against that of men who have for years made a special study of grading, testing, etc. Congressman Volstead also drew the fire of the militant presiding officer when he eulogized the practical experience of the farmers of the Northwest to the disparagement of the scientific knowledge of the Federal experts on grain standardization. Mr. Brand said that he held no brief for the scientists but that inasmuch as progress in almost all fields of endeavor is based upon science he could not see that limited individual experience outweighed it in import. Through it all,

however, "the opposition" assumed a let-well-enough-alone attitude.

It was argued, for one thing, that since there had been no "losses" sustained under the Minnesota grades there was no reason for changes in weight standards, moisture allowance, etc., and even the first-hand evidence of an Eastern miller who related that he had to send four cars of wheat "to the hospital" at an expense of \$100 per car ere it could be used, did not seriously shake the faith of the conservatives in the ability of the grain trade to continue on the even tenor of its way with existing machinery for grading. Dr. Duvel afforded an opening for the dissenters when, at one point, he remarked incidentally that the grades have been fixed as they tentatively have with a view of encouraging grain growers to produce a superior or an improved quality of cereals. Critics were quickly on their feet to protest that it is not the function of the Government in these premises to encourage improvement of quality nor increase of production but merely to see to it that there is handled equitably the output of wheat that comes to market.

Among the men well known in the grain trade who have been in attendance at the hearing there may be mentioned Charles B. Pierce of the Chicago Board of Trade, Fred J. Lingham of the Millers' National Federation, G. H. K. White of the New York Produce Exchange, A. F. Evenson of the Minnesota State Board, W. R. Young of Philadelphia, Fred E. Pond of the Buffalo Corn Exchange, F. W. Steele of Philadelphia, W. L. Richeson of the New Orleans Board of Trade, F. O. Paddock of the Toledo Produce Exchange, Norman Malcolm of Dickinson, N. D., Thomas B. Teasdale of St. Louis, W. J. McCabe of Duluth, J. C. F. Merrill, secretary of the Chicago Board of Trade, L. A. Mennel of Toledo, L. G. Graff of the Philadelphia Exchange, B. F. Benson of the Minneapolis Chamber, Seth Catlin of the Boston Chamber, Edw. P. Smith of the Omaha Grain Exchange and a Baltimore delegation that included L. M. Jackson, L. J. Lederer, J. B. Mahool and T. M. Maynadier.

RELIEVING THE CARRIER FROM ROUTING LIABILITIES

BY SYDNEY A. HALE.

As a general proposition, when a shipper offers freight to the initial carrier without specifying routing instructions, the duty rests upon the transportation line to carry that shipment via the cheapest reasonable route of movement and failure to discharge that duty renders the carrier at fault liable to the shipper for damages. The measure of damages is the difference between the rate actually charged and that that would have applied had the shipment not been misrouted by the carrier.

Where the shipper gives complete or partial routing instructions, there are a number of varying rules controlling. Broadly speaking, where the routing instructions of the shipper can be followed out, the carrier is absolved from liability for higher charges that may accrue as the result of such routing. The legal presumption is that the shipper is familiar with the lawfully published rates and routes and that when he offers a shipment covered by non-conflicting routing instructions, he is assumed to know what he is doing.

A new angle of this question is presented in the recent decision of *Stebbins vs. Delaware, Lackawanna & Western Railroad, et al.* [42 I. C. C. 150.] The particular movement in issue was between Plymouth and Wellsboro, Pa. No joint through rates were in effect. Via the initial carrier to Corning, N. Y., and the New York Central to destination, the rate was 21.5 cents; via the initial carrier to Pittston and the Lehigh Valley and New York Central to destination, the rate was 19 cents. A shipment was delivered by the complainant routed "N. Y. C. & H. R."

It will be noted that the New York Central was a party to the routes carrying both the 21.5 and 19-cent rates. The question at issue therefore is whether a shipment, routed as stated, and handled via Corning was misrouted. The Commission replies in the negative, stating: "Where a consignor specifies the routing that he desires his shipment

to take by naming a carrier which, in connection with the originating line, forms a through route from point of origin to destination, the initial carrier cannot be charged with having misrouted the shipment if it bills it over that route instead of selecting a cheaper route in which those carriers participate but with a third carrier intervening."

NEW PLANT FOR THE CREAM CITY

The strides which Milwaukee has been making in the last few years as a grain center is being reflected in the new cereal establishments which are going to that city. The newest of these is the plant of Smith, Parry & Co., which will be used for making balanced rations for dairy cattle and horses and also poultry feed of various kinds. The

roads. The grounds are large and there will be three side tracks entering the plant.

The mill where the grain will be ground and scientifically mixed for the various feeds is also of concrete construction, as is the warehouse.

In addition to feed, the company will handle popcorn for which a crib is provided 100 feet long and 20 feet in width. This is supplemented by a number of storage cribs in western Iowa where the popcorn originates.

Dr. A. M. Smith, president of the company, is an expert chemist and has made a special study of stock and poultry feeds for a number of years, although he attends to a large medical practice at the same time.

Secretary-treasurer Thomas W. Parry will be in active charge of the business. Mr. Parry has been



PLANT OF SMITH, PARRY & CO., MILWAUKEE, WIS.
Built by the Burrell Engineering & Construction Company, Chicago, Ill.

elevator, built by the Burrell Engineering & Construction Company, Chicago, of a capacity of 100,000 bushels, is of concrete construction and is arranged so that it will eventually serve as a head house for the 12 30,000-bushel concrete storage tanks which are planned for the future. It is operated and lighted by electricity, General Electric Motors supplying the power, and is equipped with a Sprout, Waldron Combination Pop-corn Sheller and Cleaner; Invincible Cleaner and Clipper; a bleacher of 1,500 bushels per hour capacity; Morris Drier of 5,000 bushels in 10 hours capacity, furnished by the Strong, Scott Manufacturing Company of Minneapolis; an eight car capacity car puller; receiving leg of 5,000 bushels and two mill legs of 2,000 bushels each capacity. There is also a track scale of latest design which will register 150,000 pounds, and a passenger elevator. Most of the transmission and conveying machinery was furnished by the Weller Manufacturing Company of Chicago.

The plant is located on the belt line with joint trackage on the Milwaukee and Northwestern Rail-

active in the grain business and a member of the Milwaukee Chamber of Commerce for a number of years and is widely and favorably known to the trade. The superintendent of the plant will be E. F. Morris, who served in a similar capacity for Chapin & Co., of Hammond, Ind.

MONTANA GIVES UP STATE INSPECTION

The State Legislature of Montana has just enacted a law which abolishes the State Grain Inspection Department and divides the work of the Department between the State Agricultural College at Bozeman and the Department of Agriculture and Publicity at Helena. The former will handle all matters pertaining to the grading of grain and the latter the licensing and bonding of elevators and warehouses.

Professor Atkinson of Bozeman will take over the work formerly done by Chief Inspector J. E. Templeton. There is no doubt but that all ele-

ments of the Montana trade will have full confidence in Mr. Atkinson whose knowledge and judgment of grain are unquestioned. It is presumed that he will be eligible for a Federal license as a state inspector, but this will be a technical matter at best as he can get a private license should his exact status as a state officer be questioned. C. D. Greenfield, the new Commissioner of Agriculture and Publicity is also a high grade man and elevator operators will be secure under his administration.

PRESENT FOOD SUPPLY AND PROSPECTS

In a recent statement Secretary of Agriculture D. F. Houston analyzed the food supply of the current year and the wheat prospects for next year. The article aims to allay some of the disquiet, which almost amounts to hysteria, and is comforting for the present and hopeful for the future. The part of the statement relating to grain is as follows:

The weather conditions during the growing season of 1916 were unfavorable in many parts of the world. They were distinctly unfavorable in this country. Although there was a large wheat acreage, the weather conditions were such as to favor the appearance of the black-rust disease affecting wheat. The consequence was that although the acreage was large the yield was relatively small. The conditions were not especially favorable for corn and for some other important crops. Still the food output on the whole for the current year was not so small as to excite alarm. The corn crop was 2,600,000,000 bushels, nearly the five-year average. The oat crop was above the five-year average, the barley very nearly the five-year average, rye 10,000,000 bushels more than the five-year average, and rice 40,000,000 bushels, as against 29,000,000 bushels the year before, and 24,500,000 bushels, the five-year average. The production of kaffir corn, a relatively new crop, was 50,000,000 bushels. The production of peaches, 37,000,000 bushels, of pears 10,400,000, and of apples 67,500,000 barrels, represents approximately the five-year average, while the estimated production of oranges was 23,800,000 boxes, or 2,600,000 more than that of the preceding year. The crop of sugar beets was one of the largest ever produced. Meat products, likewise, were produced in larger quantities, the estimated amount for the year being 22,378,000,000 pounds as against a five-year average of 19,712,000,000 pounds, or 2,000,000,000 pounds greater than the output for the year 1915.

Wheat.

The two food products which reveal a marked decrease were wheat and Irish potatoes. It is evident that the public has failed to look at all the facts involved, especially in the case of wheat. The wheat crop for the current year was reported to be 640,000,000 bushels as against a five-year average of 728,600,000 bushels, and the record crop of 1915 of 1,026,000,000 bushels. Apparently, the public has compared the crop of 1916 solely with the record crop of 1915, and failed to take into account the unusually large carry over from that year into the present year of 164,000,000 bushels or more. Furthermore, its attention has been fixed on the large exports of the two years immediately following the outbreak of the war. The exports of wheat in normal times are approximately 105,000,000 bushels. The year preceding the war it was 145,000,000 bushels. In 1914-15 it was 332,000,000 bushels, dropping in 1915-16 to 243,000,000 bushels. Looking only at the crop of 640,000,000 bushels and having in mind the possibilities of export as suggested by the figure of 332,000,000 for 1914-15, the public naturally apprehended that there would be a lack of bread. Dealers and others became unduly excited. The total available supply, including both the crop and the carry over, aggregating 804,000,000 bushels—part of which, it should be said, was not suitable for milling purposes—should have been considered as well as the relatively small exports for the first six months of the current year. Up to the first of January, the exports were only 97,000,000 bushels, and they have tended to decrease partly on account of the disturbed shipping conditions since the first of January. Our normal domestic needs of wheat for human food, for seeding purposes, and for a reserve to carry over into the next year require 640,000,000 bushels. As I have stated, the total year's supply is 804,000,000 bushels. This would give us an available exportable surplus of 164,000,000 bushels. At the rate of export since the first of July, with the tendency to decline recently, we should have enough wheat in the country very nearly to supply normal needs.

Crop Prospects.

I am not a prophet and cannot furnish any guarantee for the future. There are certain things, however, I do know. The farmers, governed as they are by ordinary motives, in response to the present level of prices, have in certain directions shown a definite

purpose to increase their acreage. Winter wheat was sown in the fall. The reports reveal that the total acreage was 40,090,000. This is nearly 900,000 more than the amount planted the preceding fall. Much of the latter, however, was winter-killed, so that the planting this fall was 5,260,000 acres more than harvested last summer. Spring wheat has not been planted. In 1915 the acreage was 19,445,000 acres. The average acreage for five years is 18,800,000. It would be singular if this did not increase. But taking the average for five years and adding it to the winter wheat acreage, we have approximately 59,000,000 acres, or practically the same as the record acreage of 1915. What the yield per acre may be will depend largely on the weather conditions. The average of the six lowest yields per acre since 1894 was 12.5 bushels. This would give us 737,000,000 bushels of wheat. The average yield for five years down to the record crop year of 1915 was 14.9 bushels. This would give us 879,000,000 bushels of wheat. The average for five years including the record crop year was 15.5 bushels. This would give us 914,000,000 bushels. A yield equal to that of 1914 of 16.6 bushels would give us 979,000,000 bushels, while a yield equal to that of the record crop year would give us 1,000,000,000.

A TYPICAL KANSAS HOUSE

Throughout the grain belt the passing trains count off hundreds, thousands of country grain elevators of which the house of the Seguin Grain Company at Seguin, Kan., is a typical example. Each house represents an important chapter in the history of its community development, and taken all together, the little elevators are responsible for, at the same time they are dependent on, the peo-



PLANT OF THE SEGUIN (KAN.) GRAIN COMPANY.

pling of the West. They represent the market for the farmer's grain, and no farming community in the grain belt has been developed or could be developed without the potential idea of an elevator. Many times the community was formed before the elevator actually appeared, but always the idea of the market was present.

The elevator of the Seguin Grain Company is 20x30 feet on the ground and with a covered driveway with dump 14 feet wide and running the length of the house. It is an iron clad structure with the office and engine room in a separate building, 12x20 feet in size. The engine room occupying eight feet of the length, is equipped with a 12-horsepower gas engine, and a 5-ton-scale registers in the office end.

The elevator itself is equipped with a Eureka Double Receiving Grain Separator, a car loader, a 4-bushel automatic scale, and an all-steel man lift. The capacity of the house is 15,000 bushels.

NEW CROP REPORT SYSTEM IN MICHIGAN

Following a conference of grain, milling and bean interests in Michigan, a bill is being prepared which will require all threshermen, millers and elevator operators to send to their county clerks a first hand report each month on their local crop conditions. These reports will be systematized by the county clerks and will be sent to secretary of state who

will issue a bulletin each month based on these reports.

The present system in Michigan is felt to be unreliable, and as a poor report is worse than none at all a new system was badly needed and the proposed scheme is expected to answer.

LEGISLATIVE ACTIVITY

State legislatures have been working overtime on grain bills during the past month. In Montana a bill was passed to submit to the people's vote a proposition to build a state elevator costing \$250,000 at Great Falls; in North Dakota the state-owned elevator bill was defeated in the house after being passed by the senate. A bill was passed, however, establishing a state grain inspecting department and grades based upon Dr. Ladd's milling tests. Minnesota defeated the bills to tax grain and stock transactions and to abolish dealing in futures, but Representative Teigen put through his bill to investigate the grain exchanges. One would think that Minnesota would get somewhat tired of these investigations which always come to nothing. No doubt Mr. Tiegen's committee will make the startling discovery that more No. 2 grain is graded out of the elevators than is received by them.

A bill to permit of state-owned elevators was recently reported out of committee in the Nebraska legislature, and another bill in that state would bring all elevators under the warehouse law passed two years ago.

The question of making all elevators in the state classify as public utilities is also under consideration in the Oklahoma legislature, Senate Bill No. 390 providing for such a measure. That state also is considering a bill which declares a "combination" to be effected when any two firms in the same line of business join together or have interlocking stockholders.

MERGER OF LARGE INTERESTS IN CANADA

A combination of country elevators is in progress in Canada which, if it should be carried through, will be the largest thing of its kind in America if not in the world. The merger is described by a New York financial writer, as follows:

The Grain Growers' Grain Company, a Canadian corporation with headquarters at Winnipeg and with a separately incorporated export department in New York, and the Alberta Farmers' Elevator Company of Calgary, will consolidate in the fall of 1917. The assets of the Alberta Company will be transferred to the Grain Growers' and the latter's paid-up capital stock increased to \$3,000,000,000. There will thus be brought under one management the operation of over 250 country elevators in the provinces of Manitoba and Alberta. Besides these elevators, the Grain Growers' Company leases from the Canadian Pacific Railway two of the largest terminal houses at the Great Lakes. Plans have been considered also for the consolidation with the Grain Growers' Company of the Saskatchewan Co-operative Elevator Company. The latter now has over 230 elevators in that province. These elevators have been built to suit the convenience of regional units of farmers. Their construction was financed through guaranty of the province of Saskatchewan.

Each of the provinces, Manitoba, Saskatchewan and Alberta, has a farmers' association. The aggregate membership of these associations is not less than 30,000. Members are largely the shareholders and customers of the Grain Growers' Company and the Saskatchewan Co-operative Company.

For three years past the Grain Growers' Company has conducted a co-operative department for the distribution of miscellaneous supplies to farmers at cost delivered on the farm. Over \$1,000,000 worth of merchandise was sold in this way in 1915 and a much larger volume of business was handled in 1916. Not only farm equipment, but all kinds of domestic and household supplies, including flour and sugar, are distributed under this co-operative plan. Financial encouragement on a scale of considerable magnitude has been extended to the enterprises of the Grain Growers' Company, so that in a recent year it was able, through its export department, to handle over 50,000,000 bushels of grain at its New York office beside upward of 40,000,000 bushels of grain at Winnipeg.

The Saskatchewan Co-operative Elevator Company is conducted in sympathy with the demands and requirements of the Saskatchewan Grain Growers' Company (the farmers' association of that province), which has its own co-operative plan of distribution of supplies similar to the method of the Grain Growers' Company.

March 15, 1917.

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Inadequate Transportation

A Sane View of the Railroad Difficulties by a Member of the Grain Trade—
Only a Miracle Could Move All the Freight Offered and
Miracles Are Out of Fashion

BY P. S. GOODMAN

HAS the transportation service of the country broken down? One would judge so from the interminable complaints that we find on every page of the newspapers; from the steady stream of protests that pour out of every commercial highway; from every business organization that has to do with the transportation of goods. Food riots in the principal cities are warmly declared to be the failure of the railroads to properly handle the products of the farm; shivering mortals this winter were given little coal and less consolation when they frantically shouted that their bins were being emptied—the railroads were to blame. The grain shipper could not get cars to forward his stuff to the primary markets; the primary markets were forced to close up elevators for lack of room, nothing going out, nothing could go in; and the complaints are still vibrant. There is congestion everywhere in the railroad yards; the seaboard ports are crowded with loaded cars waiting to get to the water edge, and empties are slowly disengaged from the conglomerate mass of freight that clutters up every available track.

Most people lost their temper in and out of the railroads, and appeals are being made to immobile political commissions, as if the gentlemen composing them were going right down and cuss the engineers and conductors and make them get up and hustle, providing they are idling over a friendly game in the round house. Inefficiency is the mildest language used against the fellows who used to solicit your business, but who now run into their private offices when they see an irate shipper in the doorway. The whole affair to the perplexed shipper who has orders and the goods to deliver is an outrage—to him at least. The clamor has run so long that everyone has an idea that the railroads are being run haphazardly and have fallen down completely. A lot of good people are demanding that the state take them over and operate them, as if politicians could furnish greater efficiency than trained directors.

What's the trouble? Mainly people do not think beyond their own business; there is no concern but their own that concentrates the mind, and when they meet with difficulties outside of their own making, they blame the first impediment which at present happens to be the railroads. The roads in the West blame those in the East for all the annoyances—for the shortage of cars. This is the one thing to stand on, the one tangible trouble so far as the Western shipper is concerned.

But what is wrong with the East? Nothing less than that it is the center of the congestion of trade; it is the focal point to which the West is racing its goods, and its products; and the East for some months has been somewhat of a producer of goods for shipping, and being nearer the delivery point—in fact the delivery point being all around it; it knows a good thing when it sees it, and just now freight cars are the best things for business men. The fight isn't altogether a conflict between the East and the West, with the South nipping around the edge of the activity; it is a general rough and tumble for freight cars.

The whole trouble is a shortage of freight cars—no, not the whole trouble, but rather the apparent one. Behind the shortage in cars is the shortage of tracks; the lack of terminal facilities; a general shortage of transportation. It is a positive misfortune that railroads are built of iron and steel, instead of rubber, or some other elastic substance that would permit expansion and contraction in times of maximum and minimum stress.

There would not be so much trouble, if there was no war in Europe, no contraction in home production. Such a terrific demand has been made upon the whole country here by Europe as to produce the greatest expansion in products and prices

that we have experienced and suffered. Every manufacturer whose activity lies in the direction of the things which Europe needs has been run to the limit of production, and he has taken advantage of it by running to the limit of profit, regardless of who has to pay—Europe or his neighbors. When he is ready to ship, he hollers for freight cars, and when they don't come he damns the railroad officials as far as he can go up or down the scale of employes. To him it is such a simple matter of providing more cars. When his orders ran beyond his capacity he simply built an addition, he got the money at the bank. He had the profits—prospective—to stand the expense, and he doubled his business. Why should not the railroad?

What a simple little expedient, just double the business. To the railroad man that was beyond his depth. He could order cars, of course, but unfortunately most of the car builders had taken ammunition orders, they had also taken orders to build cars for Europe, and at fancy prices. The American road could have them, but it would have to wait. It takes time to get out cars, a year, possibly two years, the order could be filled. In the meantime the railroad could wait.

The demand for stuff ran to the piers and docks of the great harbors at the seaboard. A fourth of these loading places were unavailable—German interned shipping was rising and falling at the docks with the tide. The other docks were busy; boats could not be dispatched with ease, for some important freight had not reached them; ammunition, guns, war material, took precedence, and ships waited on the proper cargo; cars waited in long lines at the terminals, and trains waited far out in the country; all waiting their turn. Munition manufacturer, cotton factor, grain dealer, fumed and cursed, and blamed the railroad—the thing persists; the shipping is stalled, some of it, waiting on guns to be fixed to the decks to combat the submarine when it showed itself in time. Trouble is multiplied.

Who is going to untangle the mess? Can the outsider do better than the trained man, whose energies and patience have been tried to the limit, but who still plugs along? The railroad manager has quit cursing back; he is resigned, but active.

A short time ago the Interstate Commerce Commission ordered the Eastern railroads to send back the cars belonging to the Western lines; as fast as they come West they go back again loaded; the car service does not improve. The West could use many more cars, so could the East; the railroads appear to have about all the work they can do to move the cars already in use. If they had larger and better terminals in the cities East and West, they could move more cars, but the cost of new terminals is prohibitory. A great Chicago terminal project has been idle for a year, because the trade union bosses so willed it. To get more terminals in New York, Boston, Philadelphia, Baltimore, means a fabulous outlay by the railroads and that will take time, too remote for present needs.

In the summer of 1914, the railroads of the United States owned 2,325,647 freight cars for public use; of this number 196,665 or 8½ per cent were idle. In the summer of 1915, a year after the war began, and just on the eve of the great expansion in business, 300,000 cars or 13 per cent of the total were idle. On March 1, the railroads had approximately 2,500,000 freight cars, and were short 110,000 of the demand; 4 per cent of the clamorous shippers could not be satisfied. There has been an increase of 370,000 cars in service since August 1, 1914, or 18 per cent. The actual amount of freight handled has been 36 per cent over that of 1914. This increase represents the capacity of the railroad service of the country as limited by the dock facilities

of the seaports, for here is where the confusion begins.

Few people realize the enormous expansion of the business of the country on account of the war, and its resultant effect upon the railroad transportation. Exports last year were 150 per cent over 1914, and assume that the average price of the materials shipped were advanced 50 per cent, the outward tonnage was 75 per cent over the ordinary—twice the increased capacity of the railroads—the bulk of the exports had but a short rail haul, and as the estimate of the capacity of the roads is based on the receipts, it is evident that the strain on the service was in the Eastern manufacturing region.

Iron and steel have been the industrial giants of the war supply period and the production of pig iron alone was increased 70 per cent last year over 1914. There was a corresponding increase in the coal requirements of the manufacturing centers—hence the shortage in fuel all over the country, which is apt to be more acute the coming year, for transportation facilities will not improve very rapidly, and as long as the war lasts industrial activity will be at the maximum.

General business expansion is again shown in the bank clearings which increased 75 per cent since the war set in. Every index of trade reflects the enormous movement of goods abroad and into domestic channels, except that of cotton, wherein the expansion has been at home, with a contraction of the exports on account of the elimination of the central powers.

The grain trade has not suffered any more, if as much as general lines of business—the east-bound shipments have been retarded somewhat, but it is surprising the huge amount which has gone forward; had we large crops last season no doubt there would have been a real jam and back up. Proportioned to the crops and carryover last season, the movement of grain through all the primary markets has been normal or slightly above.

The following are the primary receipts in the crop season to March 1, for three years, and the percentage of the total crops and carryover in the primary region thus received (000 omitted):

	Per	Per	Per
	Wheat	Corn	Oats
	Bushels	Cent	Cent
1917	297,000	62	105,000
1916	414,000	53	113,000
1915	275,000	53	142,000

That a larger percentage of grain reported at primary markets has been exported for the seven months ending with January is shown in the following comparison:

	Wheat	Corn	Oats
1917	121,000,000	32,000,000	51,000,000
1916	141,000,000	13,000,000	47,000,000
1915	208,000,000	15,000,000	39,000,000

With 80 per cent of the estimated wheat surplus exported to the close of January compared with 60 per cent in the two previous years and more corn and oats out of small crops, the grain trade, despite all of its harassments, has probably pulled out of the freight jam better than most lines of business.

No doubt improvement could be obtained in railroad management; but its chief hindrance to efficiency is in the lack of constant direction of the employes. Once on the road the train crew is without a master, between division points the work can not be supervised; reliance is upon the men themselves. Efficiency is further curtailed by the harsh rules of the unions which dominate the operating service. Other business lines rise and fall with the market; prices swing with the general movement of values; railway service is on a dead level while material and labor rise with the universal movement. In the year and a half ending with December last, the gross revenue of the railroads was increased \$925,000,000, of which \$375,000,000 was used in increased cost of operation, \$50,000,000 in increased interest and dividends, and \$500,000,000 was put back into property, being 2 per cent on the actual investment of the railroads. In the same period the United States Steel Corporation increased its gross revenue \$500,000,000, paid out \$175,000,000 on added operation costs, and shows an increase of \$325,000,000 in net revenue which is 25 per cent on its actual investment, and

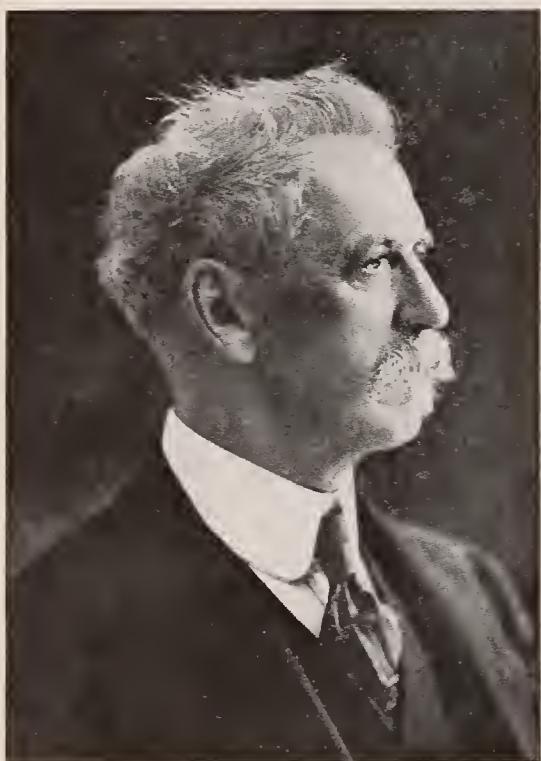
most of which sum will go to shareholders. The difference is the ability of one to fix the value of its service.

When transportation rises in the air; needs no rails of steel, no bridges, no rights of way, no costly terminals, then will it be able to meet any expansion in business such as grew out of the great war, but until then it will back up on the public, it will carry its proper load and no more.

PROMINENT CANADIAN GRAIN MERCHANT IS HONORED

The Canadian grain trade is voicing hearty approval of the honor recently given to Henry W. Richardson, president of James Richardson & Sons, Limited, grain merchants of Kingston, Ont., by his appointment as a senator of the Dominion of Canada. It is felt that Mr. Richardson's wide business experience and keen judgment should be found of great value in his senatorial duties.

He can truly be described as being born to the grain business for his father before him was a grain man and founded the business of which the subject of this sketch is now the head. That it has prospered and expanded under his guidance and management is indicated by the prominent posi-



HENRY W. RICHARDSON

tion that this firm now holds in the grain trade of the Dominion and the fact that it has branches at Winnipeg, Calgary, Toronto, Montreal, Saskatoon, Fort William, Quebec, Lethbridge and Medicine Hat.

Senator Richardson was born in Kingston, Ont., in 1855 and his home has been in the Limestone City ever since. He was educated at the Collegiate Institute there and by private tuition and afterwards entered his father's grain business in which he has gradually advanced until he has become head of the company bearing the family name.

Nor are his business activities confined to the one company. In fact, they are very varied and cover a wide range of industries. He is a director of the Canadian Northern Railway; president of the Dominion Canners, Ltd.; vice-president of the Great Lakes Transportation Co., Ltd.; president of the Mississiquoi Marble Co., Ltd.; president of the Phillipsburg Railway Company.

Amid his manifold business activities he has found time to interest himself in public affairs. He has served as an alderman of the city of Kingston, as a member of the Board of Education for four years and in 1911 was Liquor License Commissioner for Kingston.

Being a grain merchant he has naturally been very deeply interested in Board of Trade matters. He has been president of the Kingston Board of Trade, was second vice-president of the Associated Boards of Trade of Ontario in 1911 and is a member of the Boards of Trade of Montreal, Toronto, Winnipeg, Calgary and Chicago.

The Box Car Shortage

Difficulties of Transportation from the Railroad Viewpoint—Suggestions for Shippers—Little Encouragement of Relief

WE HAVE heard the point of view of several shippers on the present car shortage.

The railroad side of the question was recently presented by A. M. Schoyer, vice-president of the Pennsylvania lines, who addressed the Chicago Association of Commerce. He spoke in part as follows:

This country of ours is not in good condition today because of the transportation situation. Growing out of the tremendous increase of business which came upon us with the coming of the war, and the direct change in our methods of handling business, which resulted from the necessities thrust upon us by that war, the transportation machine of the country—the railroads—have been overtaxed. Unfortunately, at the commencement of the great increase in business the railroads were just recovering from a very lean time. We were anxious for all the business we could get. Our solicitors were out in the field soliciting business, and anybody that had a pound of freight or a carload of freight or a trainload of freight was our friend for life. We loaded our railroads full of freight and of that freight vast quantities was for transportation across the water to Europe.

Everywhere Freight.

We got so much down at the Eastern ends of the railroads that we glutted the transportation facilities there. We were unable to get boats at the early part of the war promptly to carry forward the exports. We loaded our warehouses full; we then commenced to load on the ground, we loaded our barges full, and then we had thousands and thousands of carloads standing on the tracks. The result of that was that a year ago the railroads in the East were in a tremendously bad condition. They could not get rid of the freight, and they could not unload the cars to send them back to the people to load, but the railroads of this territory and in the Central West did not feel that blockade because of the fact it was so far removed from us.

System of Embargoes.

You gentlemen that wanted to ship export goods felt it no doubt, and you were unable to get your goods to the boats in many cases, because you could not get them through the congestion. The Eastern railroads, acting with the Interstate Commerce Commission, felt that it was absolutely necessary to take that situation in hand, and they instituted a series of embargoes, and out of that system of embargoes has grown a system for export shipment which is now today controlling in a measure the export traffic of the country, that is a system of permits on all goods. No goods are now being loaded I think on probably any railroad, certainly no railroad around through the Central West, without a permit having been issued to allow those export goods to go forward. Before that permit is given there has to be knowledge that there is to be a boat, and there has to be an arrangement as to when the boat is to be there, and a clear understanding as to the exact amount that is going forward.

Awaiting a Boat.

Even with the permit system tremendous difficulties arise. There is now in one of the elevators in Baltimore 459,000 bushels of barley. It went down there for a boat. The boat was diverted by the Government and the next boat that was to take it was sunk by a submarine, and they have not been able to get another boat there. That 459,000 bushels of barley is there waiting for a boat. It has been there for some time, and it may be there for some time longer. Very fortunately they got it into an elevator and did not have it in cars, but being in an elevator it takes up the room that other grain would occupy if that barley had gone forward. So it is all over the country.

Grain at Seaboard Needs Ships.

One railroad in New York City, the Lehigh Valley, has 94 barges loaded with grain lying in the water. Each of those barges contains 20,000 bushels of grain, nearly 2,000,000 bushels of grain lying in those barges in New York City, and owing to the condition of the submarine blockade and the care of our own Government, that grain is not moving. In Baltimore and in Philadelphia there are boats available, and the people shipping grain to those ports are crying for grain. Now the railroads have tried to hold this export situation in hand by these embargoes and these permits. Unfortunately, they did not start early enough and they have thousands of carloads of freight on their lines which they cannot dispose of.

Piling Up Goods to Be Moved.

All the mills throughout the Pittsburgh territory and Youngstown district, and all throughout this country wherever there are these large mills, have been working on double or triple shifts and turning out twice or three times their usual volume of traffic. The railroads struggled with this as long as they could, and they commenced to load up. In the first place we found we were getting vast quantities

on hand for Youngstown, Ohio, inbound material that the mills wanted in order to turn out outbound material. This commenced to glut all the railroads in Youngstown. Then we had the same thing at Akron, we had the same thing at Detroit and the same thing at Cleveland. Each of these places is a gateway to some other places, and as it became congested with cars to unload, other places were congested so it tied up the gateway that led out; for instance, Detroit up through the Michigan territory; Youngstown, Ohio, all that territory around those mills in that vicinity, so that as those gateways became congested the railroads commenced to have to block their sidings, and so they had to block their running tracks in many instances, and thousands of cars have accumulated all throughout the Central West. That has all reacted on the men that have to ship.

Everybody Wants What He Wants.

It is very difficult today to get cars to ship in. I know it is difficult to get a railroad to take the cars after it is shipped, and still more difficult after the cars have been loaded to get them through to destination.

I thought that it would not be a bad idea for us to talk this situation over here today, and consider just what is the difficulty and how much responsibility there lies on the part of the railroads, if we could determine that, and whether you gentlemen have any responsibility or not, and let us consider it in a friendly attitude. The Interstate Commerce Commission has been wrestling with it for some time. Complaints have reached them from all parts of the country. Every man that wants to ship wants a car, and every man who wants to ship thinks his shipment is more important than anybody else's shipment.

Hard to Move the Coal.

Now there are certain things that are necessary in this great country of ours that we have got to consider. One of these things is the foodstuff. We have got to have bread and butter and meat. Things of that kind have got to be shipped. Coal—during this tremendous winter of ours, this winter when we have had almost unprecedented stretches of zero weather right along, coal has been in tremendous demand. Now the coal cars of the country are scattered everywhere. I suppose we, the Pennsylvania Railroad, have more coal cars than any other individual railroad in the United States. Our coal cars are everywhere—San Francisco, Canada, Chicago, everywhere all throughout this country. We have only a very small percentage of them at home. We have a very large percentage of box cars of other railroads; box cars are coming to us from all sides. They are shipping carloads of box car freight, and we, on the other hand, are shipping carloads of coal and iron all over the country. The result of that has been we have got box cars, the other man's, then they got coal cars that we want, and it has been a pretty difficult problem to keep the people warm, because we could not get the cars to load the coal, and it has been pretty difficult to keep the people fed because the people in the West could not get the box cars to ship the food. There we have it. It has been a most difficult problem to solve.

First—Mine.

Now that is not all the fault of the railroad companies. A great deal of it has been due to the fact that some men are not as careful of other people's feelings and needs as they ought to be. You and I know that we want our own business to prosper. None of us are so altruistic that we want to see the other man's business prosper unless we can see our business prosper first, and if it comes to a question between us and the other man we want our own interests looked after. Now that has been a part of our difficulty. If a man knew that he had to have coal and he ought to have a carload of coal, he would order five carloads of coal, so that he would be sure to get one. If another man wanted to have flour and he wanted a trainload of flour, he would order five so that he would be sure to get one. You can readily see what that means if every person is going to order more than he needs. Under the rules that existed for demurrage it did not cost so very much to use those cars for storage. It was quite an easy thing to ship more than you wanted, so as to have your cars on hand and ready.

We would not have had the present condition on the railroads, we would not have had this congestion or anything like as tremendous a congestion, as we have had if other things had been done. First if every person was only shipping what he needed instead of ordering what he expected to need and was afraid he might need. Second, if the railroads had had a few years of prosperity before this war came, and had been a little bit more ready than we are, they would have had better facilities. Third, if the weather had been a little different.

Those three things were tremendous factors in the situation. We had a few lean years when we could

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not get money to pay our expenses. You know, those of you gentlemen who are well posted, that for two or three years the railroads had great difficulty to go along and pay their fixed charges; a few of them paid dividends and many of them did not, many of them went into the hands of a receiver. Because of that condition it was difficult for the railroads to make any provision for the future. They could not borrow any money. Their credit was not good enough because of their earnings being so low. They could not spend the money for the very good reason that they did not have it.

The consequence was that most of us did not have the facilities that we would have had under ordinary circumstances, but nobody thought of preparing for a condition such as we have in this country today. If it was to be done over again none of the railroads would provide facilities to take care of this enormous volume of traffic. It is only here for a moment, a passing period. It will pass away again. The railroads could not afford to carry for 20 years or 30 years the interest on these tremendous investments that would be necessary to have taken care of the great volume of business that was thrown upon the country at this particular time.

A Case.

Let me illustrate: In the year 1914 in Philadelphia there was one railroad that had a yard that would hold 3,800 cars. They necessarily had to have 3,800 cars on hand in order to permit the consignees at that point to unload 1,400 cars a day. They had to have 3,800 cars on hand all the time so that 1,400 could be unloaded. That is what the people up in Philadelphia were able to unload. They realized that was not enough to take care of the growing business, so they increased the yard during the next year so that it would hold 4,500 cars, added 700 cars capacity, and the people of Philadelphia increased their unloading capacity to 1,600 cars a day. Now this year they have increased their storage yard up to 7,000 cars, from 3,800 up to 7,000.

Getting Cars Into Use.

What have the people done in the way of unloading? They have increased the unloading up to 1,800 cars a day. In other words, by doubling the capacity of that yard we have only been able to get the unloading capacity up to 1,800 cars. You can see from that that the consignee at that point has not done his part, he has not prepared himself to take care of the increased volume of business. Undoubtedly he will in time. I have got that faith in the American people and the ordinary business man, that he will in time develop his facilities, but he, no more than the railroads, can do this all at once.

I don't know whether any of you have ever thought about the fact of how many idle days cars put in. If you have a man working for you and he puts in many idle hours, you either get rid of him or give him more work, or you make some arrangement so that he won't be idle very much of his time. We can't do that in the car situation in this country. We have to have cars enough to take care of the yearly maximum business. We are not at our maximum all the time. There are times of the year when these western roads have quite a deficiency in business for the box cars. There are times in the East when we have quite a deficiency for our open-top cars, and so it is that the cars sometimes are idle.

Railroads in the Central West—I am not speaking of the railroads in the East because by reason of their embargo and their bitter experience of a year ago they are in better shape than they were—but railroads this side of Buffalo and Pittsburgh, and all through this territory, are congested today. They have more cars than they can move. By reason of having more cars than they can move, they have their yards full, they have their passing sidings full and, in some cases, they have cars on their main tracks. That slows up the movement.

When the Way Is Blocked.

I was talking to a gentleman about that thing a day or two ago, and he could not understand why that should slow up the movement. He said, "All you have to do is to start the cars and let them go, don't do anything else but let them go." Now that sounds very beautiful. Did you ever try to walk down State Street here at six o'clock in the morning? Why you can get from Van Buren Street clear down to Madison Street without any difficulty, go right along. The street is clear. But try to walk along about noon time, one o'clock or about four in the afternoon, and you jostle and bump, and it takes twice or three times as long to walk that distance because the street is crowded. That is just exactly the condition of the railroads. I know it is so on Jackson Boulevard when I try to go home in a car from my office. If I go in the morning I drive right along, but in the evening sometimes it takes me 15 minutes where it ought only to take two minutes. We of the railroads have got our "State Street" and "Jackson Boulevard" crowded with vehicles and pedestrians and everything else. The railroad is full. Consequently, when we try to do anything we do it at a tremendous disadvantage, and we are also doing it at a very much reduced rate.

Take our own railroad. We have ordinarily in normal times 14,000 loaded cars a day quite readily

on our lines west of Pittsburgh with no difficulty. What are we doing today? We are getting a good day when we are moving 10,000 cars, and we have several times gone down as low as 5,000 cars; partly the zero weather, partly other conditions, but largely because of this tremendous congestion, cars, cars, cars for everywhere on earth; cars that people have loaded and don't need and cars that people have loaded and do need; cars that we ought to get through and can't get through, and cars that nobody ever ought to put on our rails; we have got cars from other railroads, we have got everybody's cars loaded today. It is so with almost every other railroad. Of course, I can't speak for all the railroads, but so far as I know most of the railroads running through our territory are about in the same condition.

Run Flour Trains!

In Washington during the last few days I have been before the Car Service Commission of the American Railway Association. That is a commission of railroad men that has been given all the power of all the railroads to do anything they can do to move cars. Any order they give is to be obeyed. If they would order a car loaded with hot air run up and down the rails, we would have to do it. They have been given the authority. Thank heavens, they are not doing anything of that kind. We are reserving the hot air for here, gentlemen. We have been down there trying to see what can be done for flour.

Pittsburgh is out of flour. I don't mind telling you that confidentially. They are a little short of flour in New York. Flour is quite scarce all through New England, and it was necessary for that Commission to make some drastic orders. It made them. It said to the railroads that are going to serve Minneapolis, "You put there fifty cars a day for flour, make up a train of 50 cars and bring it down here." It said to us in the Central West, "You move that flour. You give those fellows 50 empty cars for every train of flour." Well, we mildly remarked that it would be a little difficult to do it and run our passenger trains. They said, "If you can't run your passenger trains, run the flour trains." That is the condition of the railroads in the Central West today.

Food for Animals.

We have got to move this freight to a limited extent and then something else will have to stand still, I suppose, unless we can get good weather. If any of you have any influence with Mr. Cox, Chicago's weather forecaster, use it, just get him to give us good weather for a while, and you will be surprised to find that box cars will be quite plentiful in this country. Flour is not the only thing. What about food for animal consumption? Animals have to eat. They are going to die if they don't eat. They are pretty nearly dying in some parts of the country. Well, we stood looking hopelessly at the fact that we had eight trains of flour to move a week, and then they said to us we would have to move six trains for food for animals in New England. Well, we have to do it. I don't know how, but we are going to go at it and move it. Perhaps something else will stand still for awhile.

Cars for Export Grain.

There is a crying demand for cars for our export grain. You know that these elevators are filled with grain for export, and Chicago here particularly is anxious to give them an outlet, and they are determined to do it as early as possible. But just now, with the weather conditions as they are, and with the blockade as it exists, and with the situation as it is all over the country it is a difficult thing to do. We are trying to move this grain under the permit system, and we will move it as rapidly as the conditions will permit, but that is all we can say.

The Commission listened to us carefully throughout, and said: "That is all you can do, gentlemen. We will not give you any order about export materials of any kind. Move the export materials if you can and if you get your railroad open do it, but first pay attention to stuff for American people to eat and for American animals to eat. That is the first thing you must do," and that is the first thing that the railroads have to do.

Vast Export Demands.

I suppose that none of you realize how the export business of this country has increased. Figures are not very palatable, but I will give you an illustration. The year before the war this country exported \$750,000,000 worth of goods. For the fiscal year, ending June 21, we exported \$2,900,000,000, nearly four times: 300 per cent increase in two years. That is tremendous, but if we could have moved it, if the boats could have been provided, we could have exceeded that by another 150 per cent, I haven't the slightest doubt, for this country is alive and wants to make all the money it can. It is a very laudable ambition. We want to make all the money we can.

A man approached me the other day with a face quite long, or rather approached one of our officers, and he said to him: "I am sorry, Jim, but I had to take 14 cars away from you." Jim says, "Thank you. Thank you, take some more."

Liberal.

The vice-president of one of the large railroads of the country arrived here the other day and called me on the telephone and said: "How are you fixed?"

"What do you mean?" I said. "How are your passenger trains?" I said, "I don't like to speak of them." "Neither do I." I said, "How is your freight business?" "Well," he said, "my freight business, I would like to give you 10,000 cars." Think of it, when one railroad man will offer another 10,000 cars. Why, it is almost unbelievable, to think that in this country of ours one railroad will give another railroad business. Nevertheless, it is true at the present time, and we would certainly be mighty glad if somebody else would take the business for a while.

Now I have tried to sketch this thing in just a rough, brief way, so that you would get some idea of it. The newspapers here have been quite lenient with us. They have realized, I think, the difficulties the railroads have been up against and all of the public bodies with which we have come in contact have listened to our story, and have not issued orders that would have been embarrassing and impracticable. They have all issued orders, but in such a way that we have been able to carry them out in trying to relieve necessities.

Passenger Traffic Heavy Too.

When you got your coal pressure here in Chicago the other day, I don't know whether it was as real as some people thought it was or not, but it was certainly staring us in the face, a coal famine in Chicago, and the Public Utilities Commission and the Mayor of Chicago and the United States Government all got at us at once, and they were all issuing orders what we must do at once, but I am glad to say that all three of them issued orders that were practicable, common sense kind of orders, orders that we could carry out and we did carry out, and I think that Chicago today has coal enough to take care of its present necessities, and I believe that it will continue to do so because I suppose that on all the railroads, as we have done, the movement of coal is given the preference.

One of the Commissioners said to me down in Washington: "Don't you think, Mr. Schoyer, it would be a good idea to take off some of your passenger trains?" Well, I wish we could. My gracious, it would be a great relief if we could take off some passenger trains. The trouble about this thing is the passenger traffic is heavy and all the trains are running heavy. If we took off a scheduled train we would have to run a second section of some other scheduled train to haul the people, so we would get no relief. We explained that to him and he thoroughly understood it.

Getting Track Room.

Where are we to get the track room, where are we to get the room for the things that it is going to be necessary to move, this traffic? Well, good weather will give us a lot of it. Care on the part of the shipper will give us a lot more, if the shippers will be careful not to ship more than they need, and ship only when they have to ship. If the man who receives the freight will be careful to unload it promptly and to not ask the railroad for too many reconsignments, and not be so anxious to get the bill of lading that he wants to get, and let it take its time; if people will be a little considerate about those things and ease up a little, and then if the men who load the cars will just load them a little heavier.

Minimum Loading.

You don't realize, do you gentlemen, what it means to take advantage of the minimum in a car and only put in a small amount. These flour men in Minneapolis said: "If you give us the cars we will load them 10 per cent above the marked capacity." That is a tremendous thing for us. We have 65 per cent of the capacity of the box cars that are loaded in this country not utilized, because people won't take advantage, because of some commercial conditions or other, and ship a full carload. They ship the minimum carload of freight and we haul it over the railroad. It takes the car, and when we get it to the other end here comes out this little bit of dribble. I have known one coal car shipped here from the far East, within the past few weeks, that only had 21,000 pounds of coal in it; because of the fact that that was the minimum amount they could put in that kind of a car and the fellows put in the minimum amount. That is not helpful. We have had a committee on our railroad trying to increase the loading in our box cars, as well as in our open-top cars, and we have succeeded in getting an average of three tons a car more for each car shipped.

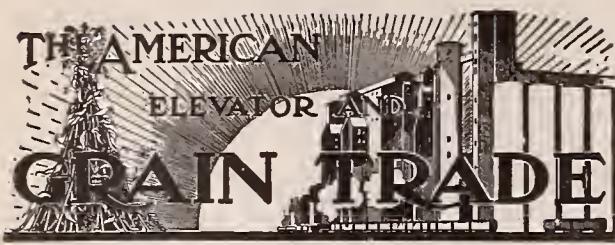
Fill Every Car.

You can imagine when we own 260,000 cars what it means if we can get three tons more in every car. If you gentlemen who have to do with shipping, or if you gentlemen who have other people who have to do with shipping, will preach this doctrine and get a full load in every car, get 10 per cent above the marked capacity, it will help the railroads a great deal in their present dire necessities.

Now then, a little patience, a little consideration, a little regard for the other fellow, a little attention to this loading and a little general co-operation working together, and we will solve this problem. Old Sol will be out, the sun will shine, the birds will sing, the locomotives will roar and the cars will fly over the country, and we will all wonder if there was such a nightmare as 1916-1917 has been to us and as it has been to the shippers.

THE AMERICAN ELEVATOR AND GRAIN TRADE

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ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, MARCH 15, 1917.

Official Paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

ADULTERATIONS

FEDERAL grain grades will not in any way limit the activities of the Bureau of Chemistry in administering and enforcing the Food and Drugs Act. Grains entering interstate commerce will still be liable of seizure if they are adulterated within the meaning of the Act. Oats with liberal admixtures of barley cannot be labeled oats, nor can grain to which water has been artificially added pass the censor. ¶ Bureau of Chemistry bulletins continue to call attention to grain seizures, the majority of which are oats, adulterated with other grain, weed seed and chaff. The grain standards aim to regulate legitimate transactions in grain; those into which the element of fraud enter are dealt with by the Bureau of Chemistry in a more summary fashion.

THE CROP PROSPECT

RAIN production throughout the world is just now of considerably more interest than is usually the case, for ordinarily the supply of the principal cereals is adequate to the demand and there is never anxiety of a world shortage. Rural economists of this and other countries are somewhat concerned lest there be an actual shortage before the harvest of 1918. They count on a return of agricultural labor from the battle-fields before the spring planting of 1918, but have expressed the fear that the interval before that crop is gathered will be trying, to say the least. ¶ The fear of shortage rests not upon the lack of land, but on the scarcity

of labor. It applies to this country as well as to those actually engaged in the war, for the demand for labor in manufacturing establishments has boosted wages far beyond the ordinary farm scale, and much of the floating labor usually available for farm work in the busy seasons is now engaged at high pay in factories. ¶ According to the March Government report the stocks of wheat on the farms on March 1 was 101,365,000 bushels, compared with 244,448,000 bushels last year; corn, 789,416,000 bushels, against 1,116,559,000 bushels a year ago; oats, 393,985,000 bushels, against 598,148,000 bushels last year; and barley, 32,841,000 bushels, compared to 58,301,000 bushels a year ago. In country mills and elevators there were 89,000,000 bushels of wheat, against 155,000,000 bushels a year ago. The visible supply on March 4 was, for wheat 45,130,000 bushels against 63,533,000 bushels a year ago; corn, 12,832,000 bushels compared with 24,605,000 bushels on March 4, 1916; and oats, 38,413,000 as against 20,265,000 bushels last year. ¶ The report is bullish and especially so as the reports from the winter wheat territory are disquieting on account of the general lack of moisture and cold weather. While the fields are generally brown, it is felt, however, that plenty of rain in the near future will still secure a fair crop.

CAN WE EXPECT LARGER CROPS?

IF WE leave for a moment our concentration on present needs and consider the wider range of grain production in this country over the last five decades we are confronted with a natural question, prompted by that review: Can we expect larger crops in the United States? ¶ Bulletins Nos. 514 and 515 of the Department of Agriculture show the yields of wheat and corn respectively for the last 50 years. Grouping that period in 10-year intervals we find that wheat production per acre has increased slowly but consistently, the yield for the five decades being 11.9, 12.3, 12.7, 13.5, and 15 bushels. Corn production is more irregular, the acre yield for the five periods being 26.1, 25.5, 23.4, 25.2, and 26.6 bushels. ¶ While Europe outyields us by a big margin, when we consider the labor unit of production this country is far ahead. This is made possible by the wide use of improved farm machinery, in which this country has long led the world. ¶ It is due primarily to machinery that our production has advanced, in the case of wheat, and has held its own in corn, and not because of superior agricultural methods of the present over those of our predecessors. On the other hand we have been as profligate of our soil resources as we have of our timber and oil, and to even hold the present records of production will need more careful administration of the land than ever before. The lesson of conservation has not been learned, and until it is the fight will not be to make greater yields, but to preserve the averages of the past. ¶ The work of our Department of Agriculture, colleges, experiment stations and other agencies is invaluable, but it has reached only a small number of agriculturists so far as following this practical advice is concerned.

As long as land, regardless of depletion, continues to rise in price, so long will farmers remain more or less indifferent to its true economic, rent, or production value; and land will continue to advance in price as long as speculators are allowed to hold idle such a large proportion. A comparative equilibrium of economic and market valuation will be essential before farmers will see the need of conservation and full production.

CARELESSNESS AND FIRE LOSS

THE National Board of Fire Underwriters has just completed and published the results of an analysis of the causes of all fires which occurred in the United States in 1915. The magnitude of the task can be appreciated when it is considered that there are about 500,000 fires a year in the country. The great number considered, however, makes the resulting percentages closely indicative of actual conditions. ¶ In the classification there are three divisions: Strictly Preventable; Partly Preventable; and Unknown. The Strictly Preventable division comprises 21.4 per cent of the whole; Partly Preventable fires total 37.9 per cent, so that it is fair to assume that 50 per cent of the fires which occur are the result of carelessness. Of these the causes which are most frequently associated with grain elevators are: Defective chimneys and flues, 5.9 per cent; stoves, furnaces, boilers and their pipes, 5.2 per cent; smoking (cigars, cigarettes, pipes, etc.), 3 per cent; rubbish and litter, 0.4 per cent; electricity, 7.3 per cent; lightning, 3.1 per cent; sparks from fires, 3.2 per cent; sparks from machinery, 1.2 per cent. ¶ Comment on these totals is needless. If, with these impressive figures before him, a man will continue to expose his property to loss by fire, no precept or advice could change him. But each operator might check up on these causes and see for himself if he is in the careless class.

SAVING CARS FOR THE GOVERNMENT

SHOULD this country become involved in active warfare, as seems highly probable at this time, the grain trade will have to do its bit in assisting the Government by every possible means. One way seems fairly obvious. ¶ There will be a demand for transportation facilities for Federal purposes that will put the severest kind of strain on the already crippled railroads. Next to actual war supplies, guns, ammunition and men, grain and grain products will have to be assured of free movement. By far the greater part of our wheat crop has to move by rail. In that crop there is about 3 per cent of weeds and dirt. Ordinarily the greater part of it moves in transportation with the clean grain. If only a part of these weed seeds and dirt were taken out at the country elevators, a tremendous amount of freight charges and car space could be saved. ¶ In a normal crop of 600,000,000 bushels of wheat, 3 per cent of foreign material would make 18,000,000 bushels which would require 18,000 cars to move and on which the grain trade pays freight and which

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in many cases lowers the grade of the wheat. ¶ There should be a grain separator in every country elevator. It will pay for itself and in addition it will make an economy in transportation which will be of prime importance to the nation in event of war.

WAR AND FOOD

EVERY European country is hungry. Even Russia with its enormous grain crops is so handicapped through lack of transportation that the people in some districts, particularly the cities, are in actual want. This phase of war's horrors is not causing alarm in this country, for we can produce plenty for our needs. But we have been shown how easy it is, even with plenty of food at hand, for people to be in want because they could not get supplies when they had the money to pay for them. Under war conditions this might easily be accentuated until at last the Government would have to step in and regulate supplies and the prices they should bring. ¶ We may scoff at the necessity for such a thing. So did England. Her traders and manufacturers were as independent, or more so, of Government interference in their private affairs as we are, and yet the whole commercial structure of Great Britain is now under the supervision or in direct control of the Government. The nation at large seems to be as far from realization of what war means as it was five years ago. It means suffering, privation, sacrifice, loss, perhaps death. ¶ Let us realize these things; probable Government control of our business and all the rest, and then with the full seriousness of the step we are taking, let us consecrate again ourselves and all that we have to the United States of America, our country.

THE GRADES HEARINGS

MILLING value alone is the criterion for wheat grades. This is the conclusion which was drawn from the Government hearings on the proposed grades that have been held during the past month. Factors which effect the keeping quality of the grain, such as moisture, weevil, etc., must be considered, but in the end the commercial mill is the laboratory in which the various grades are to be determined. The Office of Grain Standardization has already made extensive use of the mill in arriving at the grades which are proposed, and the amount of exact information on milling values which has already been acquired was undoubtedly a surprise to many who attended the hearing. ¶ There are, of course, factors which enter into the commercial handling of grain, but these are of minor importance compared to the others and refer chiefly to foreign material, heat damage, moisture content of winters and the separation of Western soft red winter from that of the Central and Eastern States. The latter, while based on comparative milling value, is primarily a marketing proposition, as the inclusion of the Western wheat in the same class would depreciate the contract value of all soft red wheat. ¶ Difficult as the wheat grading is, the trade on the whole

is of the opinion that a workable basis has been arrived at and that with a few changes the new grades will prove acceptable to all the markets in the country.

CARS

RAILROAD inefficiency is a prolific source of conversational topic and there is little doubt but that many of our railroads are lacking in important factors of perfect organization. However, as President Cleveland once remarked, we are confronted with a condition, not a theory. For the present at least we must be content to make the best use of what facilities are at our disposal and not waste energy in discussing why those facilities are not better. ¶ Two articles in this issue, one by a railroad official and the other by a practical grain dealer, give an excellent picture of actual conditions and the difficulties that the unprecedented volume of business has forced upon the roads. ¶ Certainly the grain trade has suffered, but so has everyone else. On the other hand the trade for the most part has prospered in the past two years, and in sharing the prosperity with other business it must expect also to bear its share of inconvenience and discomfort. We recommend a careful reading of both articles and then as much patience as you can muster. You will probably need it.

CHANGING A SYSTEM

DURING the Government hearing on wheat grades at Chicago Dr. Duvel explained that the percentage system was used throughout the grades in the hope that the cental of 100 pounds would eventually become the basis of trading in grain everywhere as it is now on the Pacific Coast in this country and at Liverpool and Manchester in England. ¶ Why not go a step farther and hope for a universal adoption of the metric system. It was recently reported that England is contemplating adopting the metric system of weights and measures and substituting its pounds, shilling and pence for a coinage based on the decimal system. In the interests of convenience and economy world trade will have to adapt itself to standard weights and measures. The metric system is the logical standard and is now in use in the majority of civilized countries. If we are to change at all it would seem the way of wisdom to adopt metric weights rather than the makeshift cental.

SCALE DEFICIENCY

CHEATING himself seems to be the favorite indoor sport of a great many elevator operators, according to Dr. Barnard, Commissioner of Weights and Measures of Indiana, who stated before the Indiana Grain Dealers Association that 40 per cent of the wagon scales in the state were inaccurate, about half weighing too much and half weighing too little. ¶ One out of every five dealers in Indiana, therefore, is cheating himself on every load of wheat he buys from the farmer. One out of every five is cheating the farmer.

This may cause less consternation among the dealers, but as a continuing business policy it is just as disastrous in the long run as giving away good money for nothing. ¶ The scale is the most important mechanical factor in a grain dealer's business. His personal integrity in his community would go for nothing if his weights were suspected; and if, on the other hand, they are too generous, his shrinkage account will reach formidable proportions. Accuracy in weights is important as accuracy in accounting, and neglect of one is as dangerous as slighting the other. ¶ The cost of scale inspection and repair is as nothing compared to the risk of inaccuracy, and every dealer owes it to himself to have his scales tested each year. If your association has a scale department, make use of it; but by some agency or other have your scales tested.

GRAIN EXPORTS

IN SPITE of the difficulties of ocean transportation our exports of corn, oats and wheat in January of this year were far in excess of the same month last year, and for corn and oats the proportion holds true for the six months ending with January 31. ¶ Wheat exports for the six months fell off somewhat although the value of the wheat was greater. Corn exports for the month were 7,253,348 bushels against 3,498,443 bushels a year ago; oats were 7,792,632 against 5,921,805 bushels; and wheat 18,906,394 against 13,460,674 bushels. ¶ For the six months period this year and last, corn shipments were 32,269,707 against 13,183,516 bushels; oats 54,931,735 against 47,568,853 bushels; and wheat fell off from 103,945,271 bushels in the six months ending January 31, 1916, to 90,166,662 bushels ending in the same period in 1917. Flour shipments were less this year both in the month and in the longer period. ¶ There can be no doubt but that the demand from Europe is more urgent than it was, although Broomhall states that England has stocks on hand to last till July. Quite a large volume of wheat has been sunk in the last month and in many countries the loss of even a single cargo is a serious, even a vital matter. ¶ By some means or other we will get our surplus grain abroad, and the surplus means every grain we can possibly spare, not just as much as we can ship without making the price higher. Ours is the most easily available, can be transported in the shortest time, and these considerations at present are more important than price.

Durum wheat will never again be debased in price as it was in its early days in this country. American people are rapidly learning the value of paste products made from durum semolina, and even after the war there will probably be a good foreign demand for American durum. The Government proposal to insist on comparatively pure durum when wheat is sold under that name, will make a better and more lucrative market for those who show proper care in growing and handling this highly specialized wheat.

EDITORIAL MENTION

The Government comes first.

What we need now is an official definition of "adequate weighing facilities."

Personality is the greatest single force back of every business. Does your personality help or hinder?

The number of elevators which handle side-lines is increasing as rapidly as do profits under that system.

Why not arm our grain ships with smut bombs; it seems to be destructive enough in the harvest fields.

The present price of feed ought to tempt many elevators to put in grinding machines for screenings and off grade grain.

The Government puts the average March 1 price of corn at \$1.109 against 68.2 cents a year ago, and wheat at \$1.644 compared with \$1.029 last year.

Facing the most serious crisis in 50 years the country goes about its business with little indication that it is preparing its business or its individuals for eventualities.

Hay trade over the country is more uneven than for some years. Transportation trouble is partly responsible, and in the West the large early movement depleted supplies.

The Transpacific rate on grain and grain products has been increased from 300 to 500 per cent since the war began. No wonder our Oriental trade in flour has fallen off.

All indications point to a large acreage of spring wheat. A little early perhaps, but more than the annual amount of grain was plowed last fall and the demand for seed wheat is heavy.

The states are gradually getting in line on uniform bills of lading. Minnesota and Wisconsin have bills before the legislature to make the state laws conform to the Pomerene measure.

The legislature of Manitoba has declared the green-leaved barberry to be a noxious weed, because it serves as host for spores of black rust. The plant is doomed in the Northwest.

Government bulletins frequently remind us that the United States produces three-fourths of the world's corn crop; one-fifth of the wheat crop; one-fourth of the oats crop; and one-eighth of the barley.

The British Government has made an offer for the entire Canadian wheat crop of 1917. The price offered is not announced, but is said to be considerably under the present No. 1 Northern value. The Council of Agriculture and the grain growers' associations of the West are taking the offer under advisement. It is

quite possible that the alternative would be less pleasant than the offer.

Ice in the Duluth-Superior Harbor has been 38 to 42 inches thick this winter. Navigation will be late in starting, but the ice-man is raising the price of his product. Ice seems to be the one thing that is not affected in price by supply.

There are more farmers than ever before whose gross income would seem to put them in the tax-paying class, but when anyone attempts to figure the net income, as described in the law, for the ordinary farmer he is up against a pretty serious difficulty.

Dr. Ladd of North Dakota attributes as the reason the Government did not seriously consider his proposed wheat grades that the milling test would take too long. The real reason, however, is that Dr. Ladd's grades are based on wholly erroneous conclusions.

The North Dakota Farmers Grain Dealers Association passed resolutions of confidence in the Minnesota inspection system and in future trading on the exchanges. The attacks of the Society of Equity on these institutions seems more than ever to be "influenced."

Some enterprising gentlemen of philanthropic turn of mind are selling a sure smut killer for \$2 a pint. Oats and wheat seed should be treated for smut, but there is nothing better than formaldehyde at 35 to 50 cents a pint. A word of warning to your farmer friends may save them some money.

The sisal trust claimed that the high prices were due to a crop shortage. Now comes announcement of a new selling agency of the trust, which will sell sisal anywhere but in the United States at a lower price than it is offered here. Which would you rather do business with, a Mexican trust magnate or a German diplomat?

On January 1, 1915, there were 18 Government Elevators in Russia with a capacity of 6,000,000 bushels. A year later there were 33 houses with a combined capacity of 12,000,000 bushels. This during a war that is taxing every resource of the Government. After the war keep your eye on Russia. It is just beginning to get in the game.

The fight on rust will be waged next summer in earnest. The Government has engaged Dr. E. C. Stakman to take charge of the work and will give him plenty of assistants. Wheat rust costs producers millions of dollars each year. It is more difficult of extermination than smut and if it can be controlled it will be worth whatever it costs. Dr. Stakman is obviously the man for the job.

City employees of Winnipeg and many factory employees throughout Manitoba are to be released for farm work during seeding time. The city and some other employers are going to make up the difference in their pay from that they receive on the farm to the amount they formerly obtained. In Canada the farm labor

situation is so desperate that drastic measures will have to be adopted if anything like a normal acreage is planted properly.

The secretary of the Farmers Grain Dealers Association of Ohio has made a public statement to the effect that his Association will ship out enough grain to relieve suffering everywhere—if the railroads will furnish cars. This magnanimous offer may be taken seriously by the secretary, but by no one else. It is a large order to fill, even by the whole country, and rather too ambitious for 100 country elevators in Ohio.

Farmers elevators in South Dakota want legal limit of 60 days in which to pay farmers for grain delivered. The farmers often get a longer credit than that from the elevators that handle side lines, so as far as reciprocity is concerned the proposition is fair enough. On the other hand many elevators find the sledging bad on account of small capital and such a law would encourage the formation of many irresponsible companies. We prefer the frying pan to this particular fire.

The recent statement of Frank Funk that prize corn does not make the best seed, is finding much opposition among corn growers. One of many who do not agree with Mr. Funk is Wallace Jessup of Hendricks County, Ind., who annually takes the chief corn prizes in his county, and has been in the 100-bushel-to-the-acre club for years. His prize corn always comes from his most prolific acres. Last year he won first prize in the professional class for single ear, 10-ear, and bushel exhibits; in the amateur class on single and 20-ear exhibits, and grand sweepstakes on single and 10-ear exhibits. There are of course more factors to be considered than mere appearance of individual ears, but other things being equal the perfect ears make the biggest yield.

WELL, HE'S A GOOD FELLOW

THE brook has nothing on the free-seed graft, which bids fair to run on forever, in spite of the obvious need of cutting down Government expenses at every possible point. But to make a congressman think nationally, instead of always considering first how a measure will effect him with his constituency at home, seems to be as difficult as making hair grow on a bald head. ¶ Senator Norris proposed that seed should be sent only to those who requested it, which would save about \$190,000 annually, but as the seed graft is a House perquisite, senatorial suggestions for improving conditions have little chance of consideration. ¶ To make a \$50,000 post office bloom where only a rural route grew before, to get a dredge and a pay roll working in some worthless muddy creek, to boost a pension for some constituent who knows more about pulling wires than he ever knew about pulling triggers, sending free seeds to people who have no earthly use for them—these are methods that our national Congress uses to perpetuate itself in office. In the meantime we pay the taxes.

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NEWS OF THE TERMINAL MARKETS



F. R. WARRICK
St. Joseph.



W. S. DAY
Chicago.

HELPS THE RED CROSS

The Commercial Exchange of Philadelphia, Pa., recently forwarded to President Wilson, the sum of \$1,610 as its contribution to the work of the American Red Cross.

ELECTION AT CINCINNATI

At the annual meeting of the Grain and Hay Exchange of the Cincinnati Chamber of Commerce Edward A. Fitzgerald was re-elected president of the Exchange; Alfred Gowling, vice-president, and C. S. Custer, secretary and treasurer; D. J. Schuh was chosen assistant secretary.

MEMBERSHIPS AT RECORD PRICE

The memberships in the Kansas City Board of Trade of Kansas City, Mo., are selling at the highest price in the history of the Exchange. The latest sales were made at \$7,500, and \$8,000 is now asked with only a very limited supply available. When the few memberships for sale are disposed of, a new one can be secured only by direct issue from the Board of Trade at the established price of \$10,000.

THE STAR SPANGLED BANNER

The Milwaukee Chamber of Commerce held appropriate ceremonies late in February on the raising of a large silken American flag at the west end of the Exchange room. A patriotic address was made by General Charles King of Milwaukee and a company of jackies from the naval recruiting station took part in the exercises. The flag will remain in the Exchange hall permanently.

OMAHA MARKET GROWS

The new Exchange Building at Omaha, Neb., completed a little over a year ago, is already inadequate to house the members of the Exchange, due to the rapid and continued growth of business in that market, which is centered within a very wide grain growing area, and its enterprising grain merchants have been indefatigable in the use of all legitimate measures to enlarge the grain productiveness and resources of that territory.

CAR OF CORN BRINGS RECORD PRICE

Frank G. Coe, manager of the grain department of the Corn Products Refining Company of Chicago, gave out the information March 9 that they had received on that date at their Argo factory, a car of corn, the proceeds of which seemed to establish a record. Car O. S. L., 10,476, received from the Illinois Central Railroad, contained 2,427.48 bushels of corn and the net price paid to James E. Bennett & Co. for same, amounted to \$2,621.84.

QUICK WORK OFTEN DEMANDED

"Owing to the tendency of people to trail after someone else, it is difficult to prevent speculators from buying commodities when prices are high and excitement is 'in the air.' Early in the speculative year, when May deliveries are remote and new crops appear far distant, such purchases are often profitable to those who take advantage of subsequent enthusiasts to unload; but at this time of year, when the owner of old-crop wheat or oats can see new-crop competition looming up, mere speculative purchasers are obliged to cultivate a certain nimbleness in selling out to avoid 'holding the bag.'

"Should war continue indefinitely, and prices continue to fluctuate between those that are 'high'

and those that are 'extremely high,' it is our advice to traders to at least buy only at 'high' prices, and let the 'extremely high' severely alone."—*Simons, Day & Co., Chicago.*

CORPORAL BENDER RETURNS

Corporal Siva M. Bender resumed his position with Southworth & Co. of Toledo recently after nine months' service for Uncle Sam on the Mexican border. Corporal Bender is a member of Troop D, 1st Ohio Cavalry, and writes entertainingly of his experience on the border as follows:

"I've sometimes heard people say that 'N. G.' stands for No Good, but it has been definitely

Paso. The noonday sun nearly baked us as we unloaded. Our tents were soon up and we moved in.

"Next morning we went over to the corral to get our horses. There was some fun when we first heard the word 'Prepare to mount.' Some of those Western ponies didn't want to enlist in Uncle Sam's service. But the boys all stuck to it, and within a week the mounts were nicely broken in, though there was a lot of funny walking during that time on the part of the troopers.

"Our average day's time in the saddle was 5 hours, so you can guess we got well hardened to the work. Then we had rifle and pistol practice, drill, then more drill, and patrol duty. We didn't have any fighting, but the boys were ready to 'do their bit' any time. We're glad to be home, and it seems good to me to be back on my old job with Southworth & Co. at Toledo, but we're ready to go again any time.

"Just one thing more. Every man in the troop is an enthusiastic advocate of universal military training. Our experience was a great thing for us, in every way. And we believe in universal preparation as the best resource in time of war and the best assurance of maintaining peace when trouble's in the air. None of the troopers regretted their experiences. Life on the border had its sunny side.

"Here's a verse from one of F. B. Camp's 'Border Ballads' that about expresses it:
Now I've told you of the sunny things in every soldier's life,
I've written naught of trouble, or of regimental strife,
And every word I've written is absolutely true,
The sunny things are many 'mongst the things we have to do.

GETTING DOWN TO BRASS TACKS

C. A. King & Co. of Toledo urges Congress to fulfill its duties in the following paragraph from their letter of March 10:

Car conditions deplorable. Railroad problem demands businesslike solution. Constructive legislation needed. We have outgrown our baby clothes. Try the new Congress. Give the Kaiser and Mars 90 per cent of our time. Devote 10 per cent to our domestic conditions. Last Congress had too many talking machines. Most politicians play ragtime. Where are the constructive statesmen? Give railroads a chance to attract fresh capital while money is cheap. They need greater terminals, grain elevators and more equipment. They must expand. Enable them to pay labor better. Where is the railroad legislation the President promised? Protect the general public against strikes. Compel both greedy capital and lazy labor to arbitrate. War prosperity has been a curse to some wage earners. Capital and labor must be friendly and co-operate to bring the desired results. Discard the demagogues. Business of all kinds is suffering. War profits have turned into losses. Progress.

NEW YORK MARKET

L. W. Forbell & Co., of New York, writing of export conditions March 12 say: Export business quiet with no new commitments reported, while clearances show a decided falling off compared with a few weeks ago. This, however, is probably due to unsatisfactory ocean shipping conditions. Local dealers, having received sufficient to provide for immediate necessities, are assuming a more independent attitude, and with a continuation of present liberal receipts, it is unlikely that recent high prices will again be obtained, unless warranted by a general advance occurring in all grains.



CORPORAL SIVA M. BENDER

proved that it stands for National Guard, a real organization.

"After 9 months' experience with the Guardsmen on the border I want to say that these men made good under difficult circumstances. This is not to throw any bouquets at our own Troop D, but just to give their just dues to the Guard as a whole.

"Our troop left Toledo July 4, amid the cheers and goodbyes of the ones dearest to us. From July 4 to September 1 we did our cavalry drill on foot at Camp Willis, Columbus. We had all the infantry work we wanted during these two hot months, but we were willing to do it, as it was all in the day's work.

"Then we were ordered South. The trip to El Paso gave most of us our first good idea of this big country of ours. September 6 we reached El

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RAILROADS WILL GOVERN PRICES

Sawers Grain Company of Chicago say of oats March 12: Oats look relatively cheap, but the railroad situation is most likely to be the governing factor during the next six weeks.

BUYERS FAVOR OATS

Rumsey & Co. of Chicago have the following to say of oats, March 12: Regardless of the large stocks of oats, a good export demand comes out on all the breaks, and with prices exceedingly cheap as compared to other grains, buyers will, we believe, continue to favor buying oats on the breaks as experienced today.

PRICE HINGES ON OUT-SHIPMENTS

Logan & Bryan of Chicago say of corn, March 13: From a statistical standpoint the corn situation is so radically bullish that market leaders are reluctant to press the selling side, but nevertheless, a decline of sizeable proportions is likely to occur from present levels unless traffic facilities show sufficient improvement to permit heavy shipments to Eastern consumers.

REACTION MAY GO FARTHER

Harris, Winthrop & Co., Chicago, say in letter of March 12: As part of the recent strength in wheat was based on drought in the Southwest the reaction following the moisture was natural. The market for the past several days has shown decreasing tension on the bull side and the reaction might easily extend further. Oats have suffered with other grains, but not as much relatively as wheat.

WHEAT PRICE TO SHOW RESISTANCE

Ware & Leland of Chicago, writing of the week ending March 12, say: Export sales of wheat and flour from Canada were reported as liberal for the week. Present weakness appeared to be the result of liquidation and further selling of this character may carry prices somewhat lower, but with the prospect of a freer movement abroad the market should soon show resistance. We believe purchases are warranted on any further declines.

WAIT FOR DECLINES

James E. Bennett & Co. of Chicago say of wheat in late letter: Holders of wheat are becoming rather discouraged on account of no improvement in shipping conditions. The technical position of the market has improved from a holder's standpoint, but some further recessions would not be surprising.

The market for corn is relatively strong, but price declined due to weakness in wheat. Cash demand very good with prices relatively firmer than futures. Receipts light, statistics bullish.

Supplies of oats are rapidly decreasing and receipts comparatively light. Purchases should be made only on the soft spots.

\$2 WHEAT AS THE LIMIT

"Total U. S. March 1 wheat and flour stocks, all positions, can be figured 285,000,000 against 220,000,000 required for food and seed March 1 to July 1. U. S. March 1 export surplus may be 15,000,000 above 50,000,000 for necessary July 1 reserves of which 20,000,000 will be on farms. With the U. S. on a domestic basis the wheat market will lose 'export sales' support.

"No statistician can allow below 30,000,000 in bakers', etc., hands on July 1, 1917. This amount is merely a three weeks' supply. It is folly to ask the consumer to pay for the former export prosperity. I predict \$2.00 wheat as the limit. Frantic literature pointing out extreme scarcity is merely a repeat of world knowledge.

"We can spare 50 to 75 millions of corn, then let the foreigner buy our corn and oats. Corn prices while a record will still allow further inflation. The hog rise threatens the domestic wheat consumer who seeks to escape high priced meats. Our workers must be respected.

"Grain and provision prices now become the sub-

ject of 'economist thought' and the old time statistical notions have little value. The extreme prices are here. They have arrived. Anticipation is vanquished.

"Drought scare still overhangs the market. Foster says March will be dry month in southwest. Condition still a guess. If plow-up should be 3 or 4 millions—acreage left (36,000,000 or more) would equal any year outside the 40,000,000 of 1915. Any wheat left by farmers must be appraised at 80 condition April 1—Always."—E. W. Wagner & Co., Chicago.

AN OPINION ON WHEAT

"Normal rains in April should give us a good crop of winter wheat. There is no question about the shortage of wheat in the world's crop this year, but the more we review the whole situation the more convinced we are that there is no reason for alarm as to supplies in the United States.

"It is certain that every one throughout the United States is curtailing the consumption of bread as much as possible. Ask your baker, your restaurateur or the housewife and they will all tell you of the greatest economy in bread. If only 10 per cent less than normal, this would mean a reduction of 53,000,000 bushels of wheat needed for home consumption. Think it over and do not get bullish on wheat at these prices.

"It is a statistical fact that with one exception July wheat has sold at \$1 or under for the last thirty-three years. It may not reach this low figure this year, but we feel that it will go within 10c to 15c of \$1 at least."—Crary-Johnson Company, Chicago.

TERMINAL NOTES

The Winnipeg Grain Exchange has closed its trading room gallery to everyone except those who hold tickets.

The Middle West Grain Company is a new concern to start in the grain business at Winnipeg, Man.

W. T. Cornelison, head of the Burlington Elevator Company of Peoria, Ill., is spending a vacation in Florida.

The Adanac Grain Company of Winnipeg, Man., recently incorporated with a capital stock of \$100,000.

James E. Bennett & Co. of Chicago, Ill., have engaged Harry Street to represent them in their Kansas City office.

C. H. Thayer & Co., of Chicago, recently opened a branch office in Boone, Iowa, March 1 with W. J. Ray in charge.

The Progressive Farmers Grain Company of Fort William, Ont., has been incorporated with a capital stock of \$50,000.

Fred Uhlman of the J. Rosenbaum Grain Company, Chicago, recently returned from a short vacation in California.

The Orthwein-Machette Company of Kansas City, Mo., have added an oil and gas stock department to their business.

The Stalwart Grain Company, Ltd., with head office at Winnipeg, Man., has been incorporated with a capital stock of \$10,000.

Arthur Jordan has re-engaged in the grain business at Boston, Mass., after a year spent on the Board of Trade of Chicago.

The Indianapolis Board of Trade, Indianapolis, Ind., recently purchased the ground on which its building stands for \$180,000.

Logan & Bryan of Chicago and New York, have established a branch office at Oil City, Pa., under the management of John L. Brackin.

The Jones-Wise Commission Company of St. Louis, Mo., failed in February. The liabilities were listed at \$30,115.77 and assets at \$24,903.98.

Sam Finny, manager of the cash grain department of E. Lowitz & Co. of Chicago announces the following new branch offices opened in March: Indianapolis, Ind., Lemcke Building, in charge of J. F. Connor; Joliet, Ill., D'Arcy Building, in charge

of J. Arthur Baskerville; LaFayette, Ind., East side of square, in charge of J. M. Auld.

Dwight Wickham, who has been representing at Audubon, Iowa, the Updike Grain Company of Omaha, Neb., has been transferred to Irwin, Iowa.

The Milwaukee Elevator Company of Milwaukee, Wis., has sold its grain warehouse at Marshall, Wis., to Dewey Hales and J. K. Johnson who will operate it.

Logan & Bryan of Chicago, Ill., have closed their office at Salt Lake City, Utah, their business being taken over by James A. Hogle & Co., as correspondents.

The sympathy of very many friends was extended to Philip H. Schiffelin of P. H. Schiffelin & Co., Chicago, on hearing the news that his wife passed away late in February.

The American Grain Company of Springfield, Ill., has been incorporated with a capital stock of \$112,500. The incorporators are F. W. Parkinson, H. S. Dicker- man, C. F. Buck, Jr.

The Equity Grain Company of Omaha, Neb., has been incorporated to do a general grain business by C. O. Dayton, H. Z. Baker and W. H. Winkleman. The capital stock is \$50,000.

The Armour Grain Company and Milwaukee Elevator Company of Milwaukee, Wis., have removed their offices from the Pabst Building to 1528 First National Bank Building.

The Hottelet Company, dealers in dairy food, with offices in the Chamber of Commerce, Milwaukee, Wis., has amended its articles of incorporation increasing its capital stock to \$25,000.

J. P. Irving, from the Board of Grain Commissions, has succeeded T. Tooley, assistant secretary of the Winnipeg Grain Exchange, who has accepted a position with W. H. McAndless, grain broker.

W. S. Washer of Washer Grain Company, Atchison, Kan., and president of the Atchison Board of Trade, was the principal speaker at a Washington Birthday Celebration in the Masonic Temple at St. Joseph, Mo.

H. P. Van De Bogert, Jr., has engaged in the grain business at Boston, Mass., with offices in room 601 Chamber of Commerce Building. He was formerly associated in the grain business with Mark Shultz.

Joseph P. Griffin, president of the Chicago Board of Trade, was presented on March 7 with a cluster of American Beauty roses as an expression of good will on the part of his friends, in honor of his thirty-ninth birthday.

The M. J. Young Grain Company is a newly organized firm to engage in the grain business at Topeka, Kan. Officers are M. J. Young, president, and R. G. Young, secretary and treasurer. They will do a general grain, feed and seed business.

Friends of P. M. Ingold of the Gould Grain Company of Minneapolis, Minn., are congratulating him on his appearance again after being confined to his home for several weeks due to a fall upon an icy sidewalk in which he sustained a fracture of his leg.

Superintendent C. G. Burson of the Pittsburgh Grain and Hay Exchange announces that the inspection fee for shelled corn under Government grades has been made 50 cents per car. Inspection fee for other commodities remains at 35 cents per car for the present.

The Quaker Oats Company of Chicago, Ill., in its report for the year ending December 31, 1916, shows gross earnings of \$3,991,313. After deducting dividends on the preferred stock of \$540,000 and common of \$768,750 together with depreciation and loss occasioned by the destruction by fire of its Peterboro mill, a balance was left for surplus account of \$1,905,937. The surplus is now \$7,069,418.

A committee from the St. Louis Merchants' Exchange, with John Dower, supervisor of weights, as chairman, recently protested before the Public Safety Committee of the Board of Aldermen against a bill reorganizing the system of weighing grain and other commodities on city scales. They ob-

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jected to the bill principally because of a proviso allowing a margin of 40 pounds in determining the accuracy of a city scale.

Simons, Day & Co., of Chicago, have prepared for general distribution to the grain trade a map of the world showing the attempted prohibitive zones with channels through which vessels may pass on prescribed dates, together with other matters of general interest.

The Hynes Elevator Company of Omaha, Neb., recently elected Miss Bernice Aldrich as member of the Board of Directors. Miss Aldrich has been associated with the company since its organization and shared in the management which has resulted in a continued substantial growth in business.

Clement, Curtis & Co., of Chicago, Ill., have admitted to partnership Edward J. Ryan and Charles C. Renshaw. Mr. Ryan engaged with the firm 18 years ago as office boy and Mr. Renshaw has been with the firm for nine years during which time he has held a number of responsible positions.

A number of changes have been made in the Golden Grain Cereal Company of Nashville, Tenn. J. F. Boyd was elected president and W. B. Craft was elected secretary-treasurer in place of H. S. O'Kain and J. L. Haston who resigned. The capital stock of the company was increased to \$200,000.

Henry L. Goemann, president of the Goemann Grain Company of Mansfield, Ohio, and president of the Mansfield Chamber of Commerce, was the principal speaker at a recent meeting of the Elyria Chamber of Commerce of Elyria, Ohio. Mr. Goemann's subject was "Building a City," and he described the effect of an unselfish civic interest on the part of everyone in the upbuilding of their own community.

The J. Rosenbaum Grain Company of Chicago published a special edition of the *Rosenbaum Review* February 22 with a pen portrait by Editor J. Ralph Pickill of the Father of His County. It is a patriotic service to call attention to the great founders of our commonwealth at this time, and Washington, Jefferson, Lincoln may be emulated as well as revered by all sons and daughters of America.

W. H. Kerr of the U. S. Department of Agriculture has been appointed director of the Colorado Division of Markets with offices at Denver. The Division will gather and distribute useful information relating to the marketing of Colorado farm products, the work being conducted jointly by the office of Markets and Rural Organization of the United States Department of Agriculture and the Colorado Agricultural College.

CHANGES IN MEMBERSHIP

Baltimore.—New members admitted to the Chamber of Commerce are: Chas. J. Bolgiano, Golder Shumate, Scott F. Evans, Edward L. Pittroff, John C. DeBullet, J. E. E. Berndt and Watson S. Moore. The following have withdrawn their membership: Wm. R. Askew, C. Chas. Fink, Henry B. Wilcox and Robert Tucker, Jr. Reported by Secretary Jas. B. Hessong.

Chicago.—Memberships to the Board of Trade have been granted to Edward J. Ryan, Herbert L. Bodman and Chas. J. Moore. Theo. Harbeck, Estate of Edw. C. Bodman and Wallace M. Bell's memberships have been transferred. Reported by Secretary J. C. F. Merrill.

Kansas City.—The membership of Mason H. Hawpe has been transferred to Ralph H. Orthwein and that of Alfred Blaker to Thos. J. Blakey. Reported by Secretary F. D. Bigelow.

Milwaukee.—The following have been elected to memberships in the Chamber of Commerce: Jos. J. Phelan and Julian Scott. The membership of August C. Kurz has been transferred. Reported by Secretary H. A. Plumb.

New York.—New members on the Produce Exchange are: John T. Schenck, who is connected with the New York office of Thomson & McKinnon of the Chicago Board of Trade; Edw. H. Dougherty, connected with the New York office of Ware & Lealand of Chicago Board of Trade; A. L. van Halderen of LeGue & Bolle's Commissiehandel, grain

exporters; and Carl S. Larsen of Nordisk Oversoisk Handelsselstaab, exporters.

San Francisco.—J. F. Garrette has been admitted to the Grain Trade Association while W. S. Bell has withdrawn his membership. Reported by Secretary T. C. Friedlander.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading terminal markets in the United States for the month of February, 1917:

BALTIMORE.—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus...	2,508,910	3,077,972	1,834,214
Corn, bus....	3,133,071	2,804,313	2,341,917
Oats, bus....	1,323,829	1,323,649	1,368,153
Barley, bus...	220,545	483,216	334,961
Rye, bus....	711,031	824,358	986,643
Hay, tons....	4,680	3,383	699
Flour, bbls...	194,996	184,859	117,047

CHICAGO.—Reported by J. C. F. Merrill, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus...	2,785,000	7,407,000	2,502,000
Corn, bus....	7,345,000	15,673,000	5,222,000
Oats, bus....	6,964,000	11,689,000	4,968,000
Barley, bus...	1,576,000	2,884,000	479,000
Rye, bus....	251,000	444,000	299,000
Timothy seed, lbs....	2,478,000	2,203,000	4,082,000
Clover seed, lbs....	1,192,000	1,236,000	1,696,000
Other grass seed, lbs....	2,258,000	2,920,000	1,715,000
Flax s'd, bus...	43,000	30,000	2,000
Broom corn, lbs....	444,000	1,373,000	838,000
Hay, tons....	14,961	29,030	2,140
Flour, bbls...	670,000	894,000	431,000

CINCINNATI.—Reported by W. C. Culkins, executive secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus...	442,790	880,215	283,469
Corn, bus....	1,605,004	910,918	862,634
Oats, bus....	495,873	559,148	343,127
Barley, bus...	64,700	261,380	1,559
Rye, bus....	53,730	64,804	37,516
Timothy seed, lbs....	2,303	4,745	4,050
Clover seed, lbs....	6,592	3,163	8,852
Other grass seed, lbs....	22,890	10,633	19,611
Flax s'd, bus....	12	13*
Broom corn, lbs....	319	105,871	24,116
Hay, tons....	19,332	13,953	12,674
Flour, bbls...	104,079	183,197	63,528

CLEVELAND.—Reported by M. A. Havens, secretary of the Chamber of Commerce:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus...	20,843	74,310	47,928
Corn, bus....	237,569	739,252	135,185
Oats, bus....	116,742	405,106	117,633
Barley, bus...	870	22,430	1,438
Rye, bus....	6,958	2,186	2,999
Hay, tons....	1,939	4,541	355
Flour, bbls...	33,456	90,418	9,057

DULUTH.—Reported by Charles F. McDonald, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus...	2,040,169	3,995,089	220,583
Oats, bus....	1,203,134	1,152,047	26,942
Barley, bus...	341,204	235,442	9,994
Rye, bus....	40,080	11,884	18,857
Flax s'd, bus...	169,137	237,533	15,386

GALVESTON.—Reported by H. A. Wickstrom, chief inspector of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus...	1,113,666
Corn, bus....	137,142
Oats, bus....	85,714

INDIANAPOLIS.—Reported by Wm. H. Howard, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus...	29,000	216,000	10,000
Corn, bus....	2,055,000	2,669,000	1,124,000
Oats, bus....	556,000	976,000	441,000
Rye, bus....	2,000	7,000	4,000
Hay, cars....	105	169
Flour, bbls...	44,190

KANSAS CITY.—Reported by E. D. Bigelow, secretary of the Board of Trade:

Receipts		Shipments	
1917	1916	1917	1916
Wheat, bus...	3,044,250	5,687,550	3,576,150
Corn, bus....	1,221,250	3,400,000	701,250
Oats, bus....	367,200	443,700	991,500
Barley, bus...	85,500	399,000	102,700
Rye, bus....</			

TRADE NOTES

The Anglo-American Mill Company of Owensboro, Ky., has increased its capital stock from \$500,000 to \$650,000.

Joseph Mueller of the Mueller Bros. Milling Company of Ferdinand, Ind., has invented and will apply for a patent on a new fire-proof dust collector.

The Dodge Steel Pulley Corporation of Oneida, N. Y., has been incorporated as a subsidiary, through purchase, of the Dodge Manufacturing Company of Mishawaka, Ind.

The Richardson Grain Separator Company of Minneapolis, Minn., has purchased a factory at Winnipeg, Man., at which it will manufacture its Richardson Oat Separators for the Canadian trade.

Included in the literature sent out by The Webster Manufacturing Company of Tiffin, Ohio, is a leaflet with illustrations of their various styles of elevator buckets. These buckets are made in all sizes, from the smallest iron bound tin "cup" for grain through Salem and Empire grain buckets, to the heaviest steel bucket for crushed stone, etc. The company states it is only necessary for the grain trade to send its orders. It can fill them all.

The Sykes Company of 930 West Nineteenth Place, Chicago, Ill., manufacturers of all gauges of corrugated iron and fireproof windows, made an unusually large increase in their business in 1916 over previous years, and 1917 has started with no diminution of orders. The corrugated iron and metal roofing for grain elevators, manufactured by this firm, has demonstrated its quality by years of service and it is generally recognized by the grain trade that no better product in this line can be obtained.

About two years ago the Morisrite Manufacturing Company of Bloomfield, N. J., incorporated for the business of manufacturing the famous Rat Cure, put up in tablet form for the extermination of rats and mice. When they started, their plant consisted of 800 square feet of floor space. To meet the steadily growing demand here and abroad for Rat Cure they were obliged to rent every available building around their plant. The demand for Rat Cure is making it necessary for them to build a new factory. This is considered very remarkable in a little over eighteen months in business. Rat Cure is claimed to be the only practical rat and mouse exterminator on the market, because of thousands of satisfied users everywhere. Rat Cure is guaranteed to do the work or money refunded. The profits on the resale of Rat Cure are extremely liberal and every dealer should put it in stock.

The Nutting Truck Company of Faribault, Minn., announces the incorporation of its Humphrey Employees Elevator Department as the Humphrey Elevator Company with manufacturing plant and offices at Faribault, as heretofore. The elevator has been manufactured by the Nutting Truck Company since 1910 and the business has developed so rapidly that Messrs. E. G. and W. M. Nutting decided recently to separate it from the truck department. The elevator, which operates as an endless belt continuous man lift, besides its larger use in grain elevators and flour mills, is coming into more general use in other kindred lines. As most of the grain trade will remember, the device is the invention of S. K. Humphrey, formerly of Faribault, now residing in Boston. Mr. Humphrey manufactured the elevator for 25 years, conducting the business in his own name part of the time from Faribault and part from Boston, finally turning it over to Messrs. Nutting. Last year brought the best business the company has had and a large number of the elevators were sold, including several to the Pillsbury, and Washburn-Crosby plants in Minneapolis, and grain storage elevators such as the Chicago & Northwestern Railroad, Calumet Terminal Elevator at South Chicago, Ill., and the Western

Maryland Elevator at Baltimore, Md. There will be no change in the manufacturing of the elevators or the management of the business, both of which will be carried on as before.

Reports covering the world's total production of crude rubber indicate that the 1916 output amounted to 178,000 tons, of which 114,000 tons, or 64 per cent, were consumed in America. The consumption of rubber in America has more than doubled since 1914, the Goodyear Tire & Rubber Company of Akron, Ohio, alone using 12 per cent of the world's output. The great rubber plantations of the East now produce about 75 per cent of the total and promise to show a decided increase for 1917. It is expected that this year's crop will amount to 235,000 tons; 1,412,000 acres are known to be under cultivation. A good part of the raw material handled by the Goodyear Tire & Rubber Company goes into the manufacture of its well known Klingtite Belting, which is doing service in very many modern elevators.

With business running 70 per cent ahead of the figures for a year ago and every prospect for a \$100,000,000 year in gross business, The Goodyear Tire & Rubber Company of Akron, Ohio, has arranged to obtain close to \$10,000,000 through the sale of stock. Last year the company put a large amount into plant extension to keep pace with growth and provide storage facilities for adequate quantities of raw material. The company's capitalization is \$50,000,000, \$25,000,000 of preferred and \$25,000,000 common. About \$17,000,000 of each has been issued, and now the additional capital is sought to cover the large increased expenditures incident to doing \$100,000,000 of business as compared with \$63,950,000 last year. Carrying out the new plan, \$6,000,000 preferred has already been sold to bankers, and the common will be offered first to present stockholders, on the basis of a chance to buy 20 per cent of their present holdings, at par. The price at which the new preferred is to be offered to the public is not announced. President F. A. Seiberling makes this statement: "The directors felt it prudent and wise to bring this additional capital into the business on account of general conditions necessitating the carrying of much larger supplies of raw material than ordinary, and on account of the increased business of the company, which is running more than 70 per cent ahead of the year 1916."

ARBITRATION DECISION

Arbitration Committee No. 2 recently settled a dispute between the Abilene Flour Mills Company of Abilene, Kan., and Wallingford Brothers of Wichita. The case involved a claim of \$504.14 based upon shortage on four overlapping contracts for wheat, ending with June 30, 1916, which were afterwards extended to July 4.

The committee found as follows:

In their pleadings the plaintiffs ask the committee to make a finding requiring the defendants to deliver to the plaintiffs 928 bushels 10 pounds of wheat, the amount short of contracts, and in their rebuttal offer to settle on a basis of the market price of wheat at Kansas City, on August 26, 1916.

The defendants admit all of the evidence as introduced, but show that they shipped several cars on Wichita inspection, as provided for in the contracts, which cars were rejected by the plaintiffs on account of condition on arrival at Abilene, and that they had to divert them, and they claim that each contract should be closed up separately and any difference should be adjusted on the basis of the market price the date that the last car of each contract was unloaded, and the further contention that as all contracts were extended until July 4, 1916, that plaintiffs should have had notices of the last shipments that could have been made in contract time on July 6, 1916, and that, then was the time to establish the loss for any shortage on contracts.

It is the opinion of the Committee that as these contracts were all practically continuous, or in effect

at the same time, that the balance of one should be carried to the other in their order, and that according to the latter part of Rule 7 of the Grain Dealers National Association, the plaintiffs should have, on July 20, 1916, the date that they checked up the contracts and found the amount of the shortages, elected to exercise one of the options given the buyer by the above cited rule, and in failing in getting the defendants to agree to an extention, that was the day that the loss should be established.

Therefore our finding is that the market price on No. 2 hard wheat at the close of the market at Kansas City, on July 20, 1916, should govern in the settlement of these differences, and as there seems to be a ledger difference between the litigants of which we have no evidence, we order the Wallingford Bros. to pay the Abilene Flour Mills Company the difference in price between the contract price of 94½ cents on No. 4 hard wheat, 55 pounds and the closing price of the same grade of wheat at Kansas City, on July 20, 1916, on 139 bushels, also the difference in the contract price of No. 2 hard wheat, of \$1.01 and the closing price of the same grade of wheat at Kansas City on July 20, 1916, on 789 bushels and 10 pounds and whatever ledger differences that might be between the parties, and the costs of arbitration be divided equally.

CONGESTION IN CANADA

By W. J. BRYANS.

The congested freight situation is a big detriment to the grain business in Canada at the present time. Grain merchants are kept busy trying to explain to customers why they have not received their shipments when expected and making an effort to pacify them. Some interesting experiences are to be picked up in conversation with grain men these days.

One prominent grain man told the writer of an instance where a customer of his had four cars of grain bought last fall for December shipment. When he had not received it in January he threatened to sue the firm. He was asked how much he was going to sue for. He named \$1,000 as the amount. "Then we will give you a check for that amount," the manager told him. "We have the cash but we certainly cannot get you the corn." The funny feature of the affair is that the customer in question has since come back and bought corn and had to pay 5 cents more for it and still has to go on the waiting list as before.

In another case a customer had a certain amount of corn on order and offered to pay 2 cents more to have part of it booked for December shipment. He is still waiting for the corn that he paid extra to have shipped in December while the other portion that he left for later shipment has been received.

WESTERN SACKS DOOMED

Bulk handling of grain in the Pacific Northwest is the most important subject of discussion when grain dealers meet in that section. The high price of sacks made some action imperative, but it was felt that the obstacles in the way of exclusive bulk handling would be insurmountable.

Seattle's large terminal elevator has encouraged the building of numerous small houses in the interior and is forcing consideration of similar storage at Portland, so that while the obstructionists are crying loudly that the thing cannot be done, it is gradually being accomplished right under their noses, and they don't know it.

Argentine and Australia are rapidly formulating plans for the institution of bulk handling, and as the vessels that serve these countries also make the Northwest ports, their habit will be a determining factor also, in fact it is said that owners of tramp steamers in the Pacific trade have already come to an agreement that, after the war, they will only charter at ports where bulk loading is provided.

Sack men have taken toll of the Northwest for many years, but the days are numbered and in five years or less, a car of sacked grain will be as rare a sight in Oregon and Washington as it is today in Illinois.

THREE crops of wheat from a 160-acre Missouri farm enabled the farmer to pay off a \$10,000 mortgage, part of the purchase price. He held back all the crops and sold them recently at \$1.75.

NEWS LETTERS

TOLEDO

E. F. BAKER CORRESPONDENT

THE grain situation here is excellent both as to the present and future prospects. The past week started with a higher market resultant on the Government report which had a bullish tendency. The Government estimate of stocks was much less than private estimates. However it was not strong enough to hold the market and Friday found the prices on the descent. The apparent feeling here is that there will be enough grain to go around and nobody is worrying. The car situation is the seat of most of the local troubles and, while reports from other sources would indicate an improved condition, Toledo grain men have not noted much change, if any.

There is no complaint on the new crop in this section and the plants look much better than is usual at this season of the year. A larger acreage has been planted than last year and conditions are notably better.

Clover seed recently made a bad break and is now being quoted at 50 cents off. The spring demand for some unexplained reason has been holding off to such an extent that the holders have grown tired of waiting and have begun unloading at sacrifice prices.

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Fred Jaeger and Walden E. Stone are two members of the Toledo 'Change who have been absent through illness recently.

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George D. Woodman, of Rosenbaum Bros., W. A. Boardman, manager of the East Side Iron Elevator Company, John Husted, of C. A. King & Co., were in Cleveland recently, making investigations concerning the car shortage situation.

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The Farmers' Elevator at Maple Grove, Ohio, was recently destroyed by fire entailing a \$15,000 loss. Fire started from a tank of gasoline used in the operation of an engine.

* * *

Stockholders of the Hancock Co-operative Elevator & Supply Company, it has been announced, will receive an \$8 stock dividend, declared on the directors on the \$30,000 capitalization of the company. The company has been organized about a year.

* * *

Clover hay is at a premium in Toledo just now and is higher in price than timothy, an unprecedented situation. Farmers are getting their own price for clover hay and it is stated that there is none in Toledo.

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Frank McMauness, of Finlay, Wm. Ludwig, of Moffitt, and Manager Fauble, of the Swanton Grain & Elevator Company, of Swanton, were visitors on 'Change this week.

* * *

The Toledo Produce Exchange has been making a strenuous effort to secure cars for shipment of grain supplies and recently addressed the following telegram to Chairman Meyer of the Interstate Commerce Commission at Washington:

Toledo grain and flour shippers are short more than one thousand cars, almost wholly for domestic trade throughout New England and Eastern States; very little for export. Other Western markets are

getting some relief and empty cars must be hauled through Toledo to reach Minneapolis and Chicago. Cannot an order be issued to give Toledo a fair proportion of westbound empty cars at once? The N. Y. C. lines have an order in effect here that no empty cars are to be furnished except for merchandise. This order should be cancelled in view of food shortage in the Eastern States which Toledo could partially relieve much quicker than markets farther west. Please advise if any relief in sight.

Toledo grain men pointed out the incongruous situation in the efforts of railroads to get cars to distant Western points to relieve the food shortage in New York City, when Toledo could ship 1,000 cars of flour to Eastern markets if empties were available.

* * *

The Farmers' Grain Dealers' Association of Ohio held its annual meeting at the Boody House, Toledo, February 22. The address of welcome was delivered by Pres. J. W. Young, of the Produce Exchange. J. M. Parritt, president of the Association, made the response and there were interesting addresses by W. M. Stickley, of Chicago, and J. M. Miller, of McClure. J. R. Clark, director of the State Board of Agriculture, was also present and delivered an address.

* * *

The Jewell Elevator Company, of Jewell, Ohio, recently declared a dividend of 10 per cent to stockholders. The net profits during the past year were \$4,040.

BUFFALO
ELMER M. HILL CORRESPONDENT

LIKE all sections of the country, Buffalo has suffered from a serious shortage of freight cars during the last month. Miles of empty cars were frozen to the tracks at local terminal yards during the month of February and the warmer weather of the last two weeks has somewhat relieved the situation. All of the grain elevators along the Buffalo River and Blackwell Canal are filled with grain awaiting cars to move it to points throughout the East and South. Vessels carrying grain storage cargoes at the breakwater and at wharves in the harbor have not been unloaded because of conditions at the elevators and there are indications that a large number of ships will not have their cargoes elevated before the opening of navigation.

Appreciating the seriousness of the situation, especially in the East where food riots were reported, F. A. McLellan, president of the Buffalo Corn Exchange, appointed a special committee of grain men, to file a protest with the Interstate Commerce Commission about "discrimination against the Buffalo market." Those on this special committee are H. T. Burns, James G. McKillen, L. S. Churchill and C. H. Cochran.

Fred E. Pond, secretary of the Buffalo Corn Exchange, acting for the committee, sent the following telegram to R. B. Meyer, chairman of the Interstate Commerce Commission at Washington:

The Corn Exchange of Buffalo directs the attention of the honorable commission to existing order directing that all empty equipment of Eastern trunk lines with rails to Chicago be sent to Western and Northwestern points for the purpose of relieving traffic congestion. This action we respectfully protest, as being discriminatory against Buffalo.

We are at this time suffering from shortage of equipment, causing shipments of orders for flour, feed

and grain, for domestic consumption, to be enormously delayed. At this time there is an enormous amount of foodstuffs at Buffalo, and we submit, that regardless of Western conditions, Buffalo is entitled to such a proportionate share of such equipment to protect the demands on this point, and in so providing adequate equipment to Buffalo for the transportation of foodstuff, the present suffering will be more quickly relieved.

The supply of equipment before the order objected to was issued, was insufficient, and its continued enforcement will intensify the situation to an alarming extent.

Therefore we respectfully request, both from a humanitarian standpoint and in justice to this point, that your honorable Commission modify your order above referred to.

Co-operating in this movement with the grain and elevator interests was the entire membership of the Buffalo Chamber of Commerce and other business and commercial organizations, including the produce and commission merchants.

* * *

Owing to the car situation, local grain elevators were forced into temporary idleness during the latter part of February. Storage bins were filled to capacity and with no cars to move the grain to points of destination, a serious situation confronted the grain dealers. They were prevented from filling orders and small flour mills in western New York were forced into idleness. The large mills at Port Colborne, Ont., were also unable to get grain for a short time.

* * *

Low water in the Buffalo harbor has been causing some difficulty in the elevation of grain from boats holding winter storage cargoes. The situation has prevented the shifting of boats between the various houses and to and from the breakwall. Several boats have grounded in the channels within the last few weeks owing to low water.

* * *

There are still about 20 boats in port holding winter storage cargoes. At the close of navigation last December there were 80 ships in the harbor carrying almost 24,000,000 bushels. About 16,000 bushels have been unloaded, leaving close to 8,000,000 bushels still afloat. This grain must be unloaded before the opening of navigation but owing to the severe cold weather of the winter and the abnormal amount of ice in lower Lake Erie and channels between the upper lakes, grain interests do not expect navigation will open before April 20. C. H. Williamson, local manager for Lunham & Moore, says the elevators have done wonderful work this winter despite the scarcity of cars and the situation at the Atlantic Seaboard.

* * *

One of the marine towers at the Kellogg Elevator on the Buffalo River was damaged by fire. The damage is estimated at \$500. The cause of the blaze is not known.

* * *

Jeremiah O'Connor, chief machinery man at the Mutual Elevator, is dead. "Jerry" as he was more familiarly known to the grain and elevator men, had been associated with the Mutual Elevator for many years. He is survived by his widow and five children.

* * *

Local grain men are interested in the annual report of William Livingstone, president of the Lake Carriers' Association, in which Capt. Livingstone reviews the grain movement during the year. He recalls the fact that during the early heavy movement the rate from the head of the lakes to Buffalo went as high as 6 cents and 3 cents was the lowest rate during the season. The average carrying charge was 4 1/4 cents as compared with 2 1/4 cents for the

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previous season. Commenting on the Canadian grain movement, the report says that the 255,604,563 bushels shipped from Canadian ports during the season was carried in 1,465 cargoes of which 895 were Canadian ships and 570 American vessels. Canadian wheat shipments to Buffalo were 93,213,986 bushels and 22,133,938 bushels of other grains.

* * *

Members of the Buffalo Corn Exchange attended one of Billy Sunday's revival services in the big pine Tabernacle at the Buffalo Base Ball Park. A section of the structure was reserved for the grain and elevator men but none of them "hit the trail" when the call was given. Since coming to Buffalo, Billy has preached to more than 800,000 persons and almost 2,000 have "hit the trail."

CINCINNATI
K. C. CRAIN - CORRESPONDENT

AT the annual meeting of the Cincinnati Grain and Hay Exchange, held on February 26, Edward A. Fitzgerald was honored by re-election as president of the organization, a well-deserved tribute to the vigor and efficiency with which he has conducted its affairs during the past year. Other officers elected were Alfred Gowling, vice-president; C. S. Custer, secretary and treasurer, and D. J. Schuh, assistant secretary. I. D. Dye and E. W. Turner, of the firm of Ralph Gray & Co., were at this meeting elected to clerk membership, admitting them to the privileges of the floor. F. F. Collins and W. R. McQuillan were appointed by the president as a committee to represent the Exchange at the preliminary hearing held at Indianapolis on February 28 to discuss the subject of proposed wheat standards.

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At a meeting of the Grain and Hay Exchange held on February 15 and following directors were elected: C. S. Custer, E. A. Fitzgerald, Alfred Gowling, W. R. McQuillan, H. E. Richter and E. B. Terrill. Several important pieces of business came before the meeting, including the adoption of the plugging system of hay inspection for all railroads entering the city. The test of the system, which was given a 30-day trial, was entirely satisfactory, resulting in the step taken. The Exchange also took occasion to express its patriotism and Americanism by voting unanimously its approval of the course taken by the President in his handling of international affairs. The principal speaker of the evening was K. B. Seeds, investigator of grain markets for the United States Bureau of Markets and Rural Organizations, who talked about the operation of the new grain standards act.

* * *

The adjournment of Congress without the enactment of many important pieces of legislation, on account of the filibuster against the "armed neutrality" measure, had a particularly painful effect on the Early & Daniel Company of Cincinnati, which was very much interested in the general deficiency bill, one of the measures which was left hanging in mid-air. In this bill was an item due the company from the Government for forage furnished to troops on the border, to the amount of \$350,000, and this amount is increasing at the rate of \$10,000 on deliveries being made. The company wired to Ohio representatives in the Senate for action on the matter, but nothing could be done under the circumstances.

* * *

Among the committees appointed by President A. C. Shinkle, of the Chamber of Commerce, are the following, for the Grain and Hay Exchange:

Auction: W. R. McQuillan, chairman; E. B. Terrill, H. E. Richter, E. A. Smith, Elmer H. Heile.

Discount: Oats, John De Molet, William H. Fedders, E. A. Fitzgerald; Corn, F. F. Collins, A. C. Gale, A. Bender; Wheat, W. G. Stueve, August Ferger, John H. Dorsel; Rye and Barley, Max

Blumenthal, Geo. C. Schneider, Dan B. Granger; Hay, Geo. Keller, Ralph H. Brown, J. S. Bateman.

Flour Inspection: Monroe Izor, Chairman; Vinton Perin, William Lewis, Theobald Fels, Charles W. Schmidt.

Grain Inspection: H. M. Brouse, Chairman; F. R. Maguire, C. S. Custer, Alfred Gowling, A. M. Braun.

Hay Inspection: H. E. Niemeyer, Chairman; Robert L. Early, Jos. F. Costello, John E. Collins, Jr., Harry H. Hill.

President Shinkle also appointed a General Arbitration Committee, with H. Lee Early as chairman, which will appoint a list of 50 official arbitrators of the Chamber, to act in case of controversies between members of the Chamber or between any members of the public who may care to submit their differences to arbitration.

* * *

F. F. Collins and Frank R. Maguire were appointed a committee of the Grain and Hay Exchange to work with the produce commission merchants from Cincinnati and other Ohio cities for the defeat of House Bill 211, in the Ohio legislature, providing for the licensing of commission merchants and brokers and the regulation of such business men. The measure is believed to be unnecessary and burdensome, and is generally opposed by the trades affected.

* * *

D. H. Owen, of the Buehrle-Owen Company, Youngstown, Ohio, wholesale flour, feed and grain dealers, resigned recently to become connected with the J. J. Badenoch Company, of Chicago, one of the largest feed and grain houses in the country. Mr. Owen has handled Badenoch products in the Youngstown territory for some years. The Buehrle-Owen Company was formed recently when the interests of Mr. Owen and Albert H. Buehrle were combined, with a capital stock of \$225,000. The company is now building a new warehouse, to replace one used by the concern, burned a few months ago.

* * *

A receiver has been appointed by the United States District Court at Cleveland for the business of the J. C. Neely Company, of Canton, dealers in grain and supplies. The petition for the receivership was filed by the Mastic Wallboard Company, of Cincinnati. Clarence G. Herbruck was appointed, and has filed a statement setting forth liabilities of the company amounting to a considerable sum, with assets of \$75,000. It is said in the petition that a number of judgments have been rendered against the company.

* * *

George K. Shaffer, of Hamilton, Ohio, for many years a leading figure in the grain trade in southern Ohio, died on February 15 at the age of 76 years. Mr. Shaffer started a grain elevator in 1879, on the site of the building subsequently erected for the same purpose by the Anderson-Shaffer Company, of which he was the sole owner at the time of his death. He was a Union veteran.

* * *

Cincinnati grain men learned with regret of the disastrous fire of February 26, which destroyed the drying plant of the Kentucky Public Elevator Company at Lousiville, Ky., with grain and equipment valued at more than \$1,000,000. The plant was of course well known in Cincinnati, and aside from the regret of grain men at so serious a loss to a nearby concern, it was frequently used by Cincinnati interests.

* * *

Nolte Bros., of Delphos, Ohio, have disposed of their grain elevator and allied interests to L. C. Allinger and Clarence Leilich, for a cash consideration the amount of which has not been divulged. The new proprietors took possession on March 1.

* * *

The February meeting of the Hamilton County Farmers' Institute was devoted to a discussion of the exceedingly practical question of whether livestock farming or the raising of grain is the more profitable to farmers in this section. There was much interest in the debate, but it was decided that the correct answer depends entirely upon conditions in each case. J. R. McClure and Senaca Boies spoke

in favor of stock raising, being opposed by R. S. McClure and A. J. Scott. Other questions of practical interest were discussed by members on assigned subjects.

MILWAUKEE

C. O. SKINROOD - CORRESPONDENT

"**T**HE chief item in the grain trade is the easing up in the transportation situation," says H. M. Stratton, chairman of the Transportation Committee of the Chamber of Commerce. "It is a little easier to get grain out to the East now, but the chief difficulty which remains is that of getting the necessary cars. The ruling that went into effect February 21 requiring all cars to be routed back over the home line is causing all kinds of trouble and the ruling is being followed strictly despite the reports to the contrary. Receipts of grain which had been held back for some time have started to pick up again and they may approach normal again soon."

Mr. Stratton believes that since shipments of grain have been held back for many weeks through lack of the needful transportation facilities, there must be considerable grain left back in the country as a spring reserve supply.

* * *

"The latest feature in the embargo situation is the opening of the Milwaukee road to Chicago for re-consignment of grain," said one of the traffic officials of the Chamber of Commerce. "Heretofore this privilege has been denied. The situation as far as shipments to the East are concerned is also considerably improved. Several lines are open and shippers are extremely glad to get the cars off their hands. The elevators are all running as usual after the relief afforded by Eastern shipments."

* * *

One of the most impressive services held in the Chamber of Commerce for years was the unfurling ceremonies for the new flag purchased by contributions from grain men. The big banner is now stretched high up between pillars on the west side of the exchange room where it hangs as a standing challenge of patriotism for all members of the Milwaukee Chamber.

Gen. Charles King at the unfurling event told of the custom of putting a flag up in the daytime and lowering it at night. He described the right and the wrong way of displaying the flag. He referred with feeling to the kind tribute of the Chamber of Commerce, when, on his return from the Philippines, he was presented with a sword by that organization.

The Chamber has been known for its patriotism at all times. A regiment was raised during the Civil War. The plan is to get contributions of not less than \$2,000 for the Lincoln Monument which is now planned for the city at a cost of \$100,000 to \$150,000.

President Charles A. Krause presided at the dedication ceremonies. As the flag was spread, a mighty cheer arose from the pit and the enthusiasm lead to the singing of the Star Spangled Banner. Gen. King suggested that special ceremonies for furling and unfurling the flag be held from time to time, the grain men standing with bared heads and at military salute when such exercises are performed.

* * *

According to the latest information, the business men of Milwaukee will not oppose the proposed increase in lake freights which it is announced is necessary if the Great Lakes Transportation Company is to continue its service from Chicago and Milwaukee to the East. The proposed increase of 5 per cent in water and rail rates will not be opposed by shippers according to Frank Barry, traffic secretary of the Merchants and Manufacturers' Association. Some time ago the railroads were granted an increase of 5 per cent on Eastern freights and the water carriers claim they are entitled to a similar

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advance and must have it if they are to operate their vessels at a profit. It is considered likely that the freight advance will be granted.

* * *

The Transportation Committee of the Merchants and Manufacturers' Association has gone on record against a number of bills affecting shippers which have been introduced into the Wisconsin legislature. One bill would regulate the length of trains and the size of crews. Another bill would require full crews on switch engines. One bill introduced by Senator Wilcox would limit the powers of the Railroad Commission.

* * *

About 150 grain men sent a strong telegram to Congressman W. H. Stafford condemning his refusal to support the neutrality plans of President Wilson. The telegram says that at "the next election we hope to elect a congressman with patriotism and a spinal column." Both Milwaukee congressmen, W. J. Cary and W. H. Stafford, held out among a small minority in the house against the plan for armed ships to protect American trade on the high seas.

* * *

Wallace M. Bell, one of the prominent grain men of Milwaukee, is taking part in the reception to Troop B., Milwaukee Cavalry, which has just returned from the Mexican border. This company has spent five months training at San Antonio, Texas.

* * *

The Chamber of Commerce has used every means at hand to settle the car problem as far as the city is concerned. Telegrams were sent to the heads of several of the big Eastern roads asking that more cars be provided. Daniel Willard of the Baltimore & Ohio, George W. Stevens of the Chesapeake & Ohio, F. D. Underwood of the Erie, E. J. Chamberlin of the Grand Trunk, A. H. Smith of the Big Four, J. J. Bernet of the New York Central, Samuel Rea of the Pennsylvania lines, E. F. Kearney of the Wabash, E. B. Thomas of the Lehigh Valley and W. R. Truesdale of the Lackawanna, were among the rail chiefs getting the Milwaukee telegrams urging more cars for the grain men of the city. The replies in most cases explained the reasons for the car congestion and stated that Milwaukee is being as well treated in car supplies as other large cities of the Middle West.

Milwaukee grain men have contended that Minneapolis is getting much more than its share of cars and that Milwaukee is being discriminated against in this matter.

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Another car plan of the Milwaukee Chamber of Commerce was to send a strong telegram to the Interstate Commerce Commission to urge more cars for the grain men of this city. The telegram was addressed to Interstate Commerce Commissioner C. C. McChord and was signed by President Charles A. Krause of the Chamber and Harry M. Stratton, who is at the head of the Transportation Committee. In this appeal an urgent demand was made that the Interstate Commerce Commission arrange to supply the Milwaukee shippers with 200 cars per day as a minimum.

The telegram recites that while the total of grain handled in Milwaukee in a year is exceeded by several other Western markets, Milwaukee is the second largest market engaged in the business of supplying the domestic trade east of Buffalo and Pittsburgh with oats and corn used for live stock. As pointed out in this message the quantity of oats and corn held in elevators and already bought for future shipment to the Eastern domestic trade greatly exceeds the quantity handled by any other market except Chicago. The telegram finds fault especially with the new code of car service rules, effective February 21, compelling foreign cars to be loaded to, or over the home road which it is said has completely disrupted the service previously given to Milwaukee shippers.

The Interstate Commerce Commission was also informed that in view of the present emergency and the pressing needs of Eastern consumers for the manufactured foods and oats and corn bought from Milwaukee dealers and now awaiting shipment, that the car service commission of the Eastern carriers be ordered immediately to send trainloads of

empty cars to Milwaukee to be loaded for Eastern domestic territory, irrespective of car ownership or existing embargoes. According to information received by Milwaukee grain men the territory served by Milwaukee shippers had reached a state of almost a famine and hundreds of Eastern buyers have been appealing to Milwaukeeans daily to make desperate efforts to relieve the suffering caused by the scarcity of corn and oats.

The Interstate Commerce Commission has not yet allotted any specific number of empty cars to the Milwaukee district, but George A. Schroeder of the Milwaukee Chamber is in Washington again trying to get relief for the present difficulties and grain men sincerely hope that his mission will be a success. Some shippers here say that conditions as far as cars are concerned are no better than they were a few weeks ago when complaints were coming in thick and fast.

* * *

In a statement issued by P. C. Eldredge, general superintendent of the Milwaukee road late last month, he stated that the Milwaukee road has between 11,000 and 12,000 loaded cars eastbound that are tied up. He asserted that the movement of freight west of Milwaukee is free and unrestricted. Mr. Eldredge ascribed the entire difficulty now to the scarcity of empty cars.

* * *

There is an unusual large storage of grain at Milwaukee, the figures for March 3 showing that there were 920,000 bushels of wheat, over 500,000 bushels of corn, 1,600,000 bushels of oats, in round numbers 250,000 bushels of barley and 150,000 bushels of rye.

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A. F. Wynoble, aged 56, who has been in the produce and commission business of Milwaukee for more than a quarter of a century died at his home here after a short illness.

* * *

Information coming from Manitowoc, Wis., is that for several weeks elevators there threatened to close because of the serious car shortage. One company in a month shipped only 75 cars, compared to its usual normal shipments of at least 400 cars.

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The March rate of interest has been determined by the finance committee of the Chamber of Commerce at 6 per cent. This indicates the recent high rate for some months is to be retained.

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Joseph J. Phelan and Julian Scott are among those elected recently to membership in the Milwaukee Chamber.

* * *

Representatives of Milwaukee milling and grain companies met at the Hotel Pfister recently to decide on what action to take with reference to the bill pending in the legislature to change the method of taxing grain. Under the present law the dealers are taxed according to the amount of grain they handle during the year. Under the proposed bill, millers and elevator men would be taxed again on the amount of grain held on May 1. The bill would largely restore the old system of grain taxation in Wisconsin.

* * *

A rate case of great importance to shippers in Milwaukee is one recently announced by which there may be a large freight advance on shipments between Chicago and Milwaukee. The advance ranges from 20 to 33 1-3 per cent. As outlined the proposition is to raise first-class freight 20 per cent, second-class 25 per cent, third-class 33 1-3 per cent, and fourth-class 25 per cent. If no injunction is obtained the higher rates would go into effect April 10. Prospects are that there will be decided opposition to the higher rates by shippers and that action will be taken from putting the advance in force.

* * *

There seems to be considerable corn left on Wisconsin farms according to the latest Government figures. The estimated stocks on March 1 are placed at 10,000,000 bushels in round numbers, compared with 4,900,000 bushels a year ago. This means a gain of about 5,000,000 bushels in a year which is

due in part to the much better corn crop in 1916 than in 1915. Two years ago, the Wisconsin supply on March 1 was placed at more than 18,000,000 bushels, which gives some inkling of normal corn supplies in this state. Compared to this figure the supply of corn is less than the usual amount.

The exceedingly high price for corn is noted by the average rate of \$1.03 a bushel, compared with 77 cents on March 1 a year ago and 71 cents two years ago. About 65 per cent of the 1916 Wisconsin corn crop was merchantable, compared with only 13 per cent in 1915 and 82 per cent in 1914.

Estimated stocks of oats on Wisconsin farms on March 1 were 28,000,000 bushels, compared with nearly 42,000,000 bushels a year ago when the oats crop had been particularly heavy, and compared with 22,000,000 bushels two years ago. The figures indicate that there are still very formidable stocks of oats left on Badger farms.

The price of oats on the farm is at an unprecedented height at 54 cents average on March 1, compared to 45 cents a year ago and 53 cents two years ago.

The stocks of barley on Wisconsin farms March 1 are estimated by the Federal Government at a little less than 3,000,000 bushels, compared to 5,300,000 bushels a year ago and 4,400,000 bushels two years ago. Prices have increased very materially to an average of \$1.08 a bushel on the farm, compared to 68 cents a year ago and 73 cents two years ago on the same date. The price of barley has advanced far more relatively than the price of oats.

* * *

The demand for rye has improved greatly at Milwaukee. There has been a good demand, especially for shipping purposes and prices have been advancing considerably. The bulk of the crop marketing has now been completed.



ONE of the most prominent members of the Commercial Exchange, E. Eldridge Pennock, died suddenly at his home in Germantown after a week's illness of pneumonia. His wife passed away eleven weeks previously from the same malady. For years he was one of the active members of the grain trade here. He was at the head of the well known grain and malt firm of Pennock & Co. He was born in Philadelphia, July 9, 1857, his distinguished ancestry coming into Pennsylvania from England, contemporaneously with William Penn. His mercantile career began with the then noted grain and malt firm of Francis N. and Hunter Brook. Mr. Pennock was trustee of the Penn Mutual Life, vice-president of the Germantown Bank, a member of the Union League, Country and Cricket Clubs, and State Colonial Society. He was one of the leading spirits in the construction of the Brooklyn subway, and New York elevated railroad.

* * *

E. R. Sharwood, secretary of the Maritime Exchange, observed his 40th anniversary in that responsible position, at the location on the main floor of the Bourse, in a modest way, receiving many congratulations by the grain and shipping interests.

* * *

Frank M. Steel of the hay, grain and feed firm of Steel and Faust, has started in business for himself, the headquarters being at 440 Bourse Building. Mr. Steel has had a varied experience in all these lines for upwards of 20 years.

* * *

Robert Work who died here recently at the age of 86 was one of the retired, old-time successful grain commission men of his day. He was the active partner in the grain firm of Work & Drouin, and later on of H. D. Work & Co. He was president of the Commercial Exchange during 1885 and served for a while as chairman of the Grain Com-

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mittee. He was a director of the Merchants' Fund, and for 38 years a member of the Union League.

* * *

The trunk line railroads with terminals here have decided to exact position guarantees of export ship space, from the grain men before delivery of grain.

* * *

Clark W. Clemmer, son of Secretary Clemmer of the Commercial Exchange, who paid a recent visit to his home, after serving quite successfully as a tutor in the Pennsylvania State Agricultural College, contemplates scientific farming as a future vocation and expects to locate soon in one of the most desirable agricultural sections of this commonwealth.

* * *

It has pleased many of the grain men who have watched from time to time, the weather prognostications of Dr. Walcott L. Day in charge of the U. S. Weather Bureau branch on the main floor of the Bourse to learn that he has been transferred to the prominent position of Weather Observer in Atlantic City, N. J.

* * *

S. C. Woolman & Co., dealers in grain, feed and hay, with offices in the Lafayette Building, have applied for an up-to-date certification from the Commercial Exchange. The Great Lakes Transportation Corporation of 461 Bourse is another applicant for membership.

* * *

The members of the Commercial Exchange true to the traditions of the association for extending assistance to laudable and worthy objects contributed \$1610 to the American Red Cross Society, a check for which amount was sent to President Wilson, and gratefully acknowledged.

* * *

Lord Furness of London, England, the head of the largest ship owning and ship controlling corporation in the world, paid a flying visit to this city on a tour of inspection, where Furness & Co. have a branch headquarters. Many of their boats carry grain from this end of the circuit.

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The Chamber of Commerce is strongly advocating a 1-day rule in unloading freight cars in order to ease up congested traffic conditions.

INDIANAPOLIS
F. J. MILLER - CORRESPONDENT

PESSIMISTIC reports regarding the winter wheat crop of Indiana indicate that the cold weather of the last few weeks has worked great havoc with the coming crop. Some estimates are that the entire crop of the state will be only 50 per cent of the average. Others are not quite as discouraging, but all agree that the loss suffered will be a very considerable one.

An example of the damage suffered comes from the "pocket" district around Evansville, in the southwestern corner of the state. An unusually cold wind there three weeks ago killed much of the wheat not protected by woods. One grain man said an inspection of the district led him to believe that this general loss extended to much of the 190,000 acres planted to wheat there.

* * *

Considering the season of year and the car shortage situation, the receipts of grain in the local market during the last week have been unusually good. The Board of Trade report shows that 16,000 bushels of wheat, 588,000 bushels of corn and 313,000 bushels of oats were inspected by the board's men during the week. No rye was reported.

* * *

Vigorous action by state and Board of Trade officials has brought to Indianapolis a considerable relief from the car shortage that for a number of weeks greatly handicapped grain and milling men.

James L. Clark, of the Public Service Commission, and R. R. Hargis, traffic manager of the Indianapolis Board of Trade, went to Washington to lay before the Interstate Commerce Commission and the Car Service Committee of the American Railway Association the case of the Indianapolis trade, which was unfavorably affected by the "home route rule" providing for the immediate return of all the freight cars when unloaded to the roads by which they are owned. After the rule became effective, February 21, long trains of empty cars from the East to Chicago, Milwaukee, St. Paul and Kansas City were on their way, but Indianapolis did not get its share of the returning empties. As a result of the trip of the Indianapolis men to Washington, a promise was received that this city after that would get its share of the cars returned from the East.

* * *

More than 125 grain dealers, millers and producers in the soft winter wheat territory embracing Indiana, Illinois, Ohio, Michigan, Kentucky and Tennessee, gathered at the Indianapolis Board of Trade February 28 for a meeting at which Government agents explained the grain standards of wheat that are to be established by the Federal Department of Agriculture. Dr. J. W. T. Duvel, of Washington, who has charge of the investigation of grain grades, presided. The morning session was devoted to explanations by the Government agents and was followed in the afternoon at which the grain trade men presented their views. The Indianapolis meeting was the last of the series held throughout the country. The Federal officials who were here, in addition to Dr. Duvel, were George Livingston, E. B. Quiggle, L. M. Jeffers and R. C. Miller.

* * *

The G. L. Watson Grain Company, of Redkey, Ind., was incorporated last month with a capital stock of \$15,000 and the following directors: J. A. Strong, H. M. Neely and C. W. Watson.

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The Mutual Grain Company, of Warsaw, Ind., has increased its capital stock from \$30,000 to \$40,000.

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The grievesome death of Mrs. Thomas Condon, wife of a grain dealer at Parker, Ind., was disclosed when a Big Four train entered the railroad yards in Indianapolis with the woman's head caught in the pilot. Mrs. Condon, who was 58 years years old, was killed at a crossing in Parker, the body being dragged nearly 100 feet.

* * *

Indiana farmers interested in co-operative grain elevators met at Lafayette, March 8 and 9 for the first annual convention of the Farmers' Grain Dealers' Association of Indiana. President J. S. Minch, of Chalmers, presided. Approximately 75 delegates were present. W. M. Stickney, of Chicago, spoke on "Making the Farmers' Company Successful." Mr. Minch was re-elected president and the other officers were chosen as follows: C. E. Barracks, of Anderson, vice-president; E. G. McCollum, of Wolcott, secretary; and W. J. Little, of Remington, treasurer. The directors elected are: H. E. Neys, of Thorntown; E. G. McCollum, of Wolcott; Fred Roberts, of Monticello; James Sheedy, of Fowler; Frank Glaspie, of Oxford; W. W. Myers, of Wheatland, and Matthew Gerlack, of Ambia. The place of holding the next meeting was left to the Executive Committee, with Lafayette favored.

* * *

The owners of the Nickel Grain Elevator, 3 miles east of Valparaiso, are to reward Miss Laura Jungjohan for saving the plant from fire. A passing train crew discovered the elevator afire at midnight, but did not give the alarm until reaching another town. Miss Jungjohan, night telephone operator at Valparaiso, was informed and by incessant ringing of telephone bells aroused the whole neighborhood in the vicinity of the elevator. John G. Bauer, manager of the elevator, obtained her name and will present it at the next meeting of the directors.

* * *

The following have been elected to membership in the Indianapolis Board of Trade: Fred L. Webb, Indianapolis; Lester H. Rich, Rensselaer; Charles Grant, Marion, and Walter E. Rich, Goodland. A

dividend of 1 per cent has been declared on all outstanding common stock, \$1,000 has been appropriated to the mortuary fund and \$3,000 more set aside to retire preferred stock.

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Henry C. Miller, George Foster and Jerry H. Helmericks are the directors of the newly incorporated Talbot Grain Company, of Talbot, Ind., which is capitalized at \$10,000.

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The objection of Indiana grain men to increased rates on grain from Indianapolis to southern Indiana points by way of Cincinnati were overruled by the Interstate Commerce Commission, which vacated the order suspending the operation of the increase.

ST. LOUIS
R. O. JOHNSON - CORRESPONDENT

THE Merchants' Exchange will join with other commercial organizations in a further movement for improved river transportation, and the first gun of an active campaign along these lines will be fired in New Orleans on March 19. J. O. Ballard, president of the Merchants' Exchange, has received the following telegram from M. J. Sanders, president of the New Orleans Board of Trade:

Following an important and exhaustive report of a special committee on river traffic developments, we decided to call a conference of representative interests to meet late in April or early in May. This conference will be confined strictly to discussion of practical methods of establishing commercial transportation upon rivers. For preliminary discussion we are inviting some eight or ten representative men from different ports to meet in New Orleans on March 19. Ernestly hope you will join this preliminary conference or arrange attendance of some other representative business man.

Mr. Ballard will appoint some one to represent the Exchange at the meeting March 19, and will actively further the work of improving river transportation, especially for the Mississippi River. Never before has the need of river transportation been more forcibly brought home to St. Louis business interests than recently; for with the railroads so overcrowded with freight that they can not provide transportation for thousands of tons of grain, flour and other commodities that could easily be handled at reduced rates were shipping facilities available on the river, there is every incentive to provide transportation in the near future. Millers and grain men would assure a large percentage in tonnage to any companies operating boats on the river.

* * *

The Board of Directors of the Merchants' Exchange last week temporarily placed a ban on coatless and collarless men and boys on the floor during trading hours. The rule is similar to the one in force on the Chicago Board of Trade. Secretary Eugene Smith said the rule probably would not be enforced, so far as coats are concerned, during the summer.

* * *

T. A. Bryant, now associated with the Pendleton Grain Company, is actively engaged in educating the St. Louis trade to the white wheats from the Pacific Northwest. The scarcity of supplies has turned considerable of this wheat to St. Louis markets. Feed houses also have been handling considerable Pacific Coast bran in the St. Louis market.

* * *

Light showers have fallen in St. Louis territory, but winter wheat needs rain badly, and according to reports received by Merchants' Exchange commission houses field conditions are generally disappointing. There are, however, very few reports of winter killing from St. Louis territory.

* * *

Dealers in the pit on the Merchants' Exchange now trade under the Stars and Stripes. A large American flag was unfurled over their heads last week. One also was placed in the north end of the

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hall and smaller flags adorn the entrance and the west wall. President Ballard says the flags will wave indefinitely, and represent the patriotic sentiment of the exchange in the present international crisis.

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John F. Barrett of E. Lowitz & Co., Chicago, was on 'Change last week, with B. J. McSorley, who represents the firm here. Mr. Barrett was outspoken in bearish views on the wheat market, and predicted very wide declines in the distant options. Carl Langenberg of the Langenberg Bros. Grain Company made a wager of \$100 with Mr. Barrett that the state of Kansas would not raise 100,000,000 bushels of wheat. Mr. Barrett offered to bet \$100 more at the same rate, but found no takers.

* * *

Thomas P. Lahey of the T. E. Price Commission Company, who had his skull fractured when a street car crashed into his automobile recently, is on the road to recovery, and his many friends expect to see him on the Merchants' Exchange very shortly. Mr. Lahey's automobile was completely demolished when the car hit it.

* * *

A car of Golden Arrow yellow seed corn was sold on the Merchants' Exchange recently by the D. I. Bushnell Seed Company for \$1.20 a bushel. The corn was purchased by the Priwer Grain Company.

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The hog said: "I can do anything the cow did when she jumped over the moon," and proved it last week, when pork sold at \$15.15 per hundred weight, the highest on record on the St. Louis market. At the same time corn mounted to record prices since the Civil War, with No. 2 corn at \$1.11 and No. 2 yellow at \$1.12 and No. 2 white, \$1.11 1/2. No. 2 red wheat made a new top at \$2.10. The May wheat option in Chicago hit \$1.92, compared with its previous high mark on November 13 of last year, of \$1.95 5/8-3/4.

to be practical. One of the favorite indoor sports, however, consists in telling how the cars could be moved, and made available for the shippers. It's a great game, and quite as profitable, apparently, as the more serious efforts that have been made in some directions.

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At this writing, Kansas City is wondering whether the moisture test will be required for all wheat. If it is, there will be some scurrying around to find a way to prevent serious congestion at this market during the rush of new wheat next summer. Sometimes more than a thousand cars a day arrive, on a Monday; augmented by 500 or 600 the next day, and 500 to 800 each day that will mean some wheat for the inspectors to test in their laboratories. And they can't do it, and get the samples on the books in time for trading the current day. It has been suggested that perhaps a rule will be adopted similar to that in St. Louis with reference to corn—sell wheat only the day after testing. It has also been intimated that maybe sales on the Kansas City market will be by sample. Perhaps the state departments will do the sampling; perhaps the Board of Trade's sampling department will be expanded to care for that extra duty. The confirmed optimists believe the regulations will not require the moisture test on all wheat, but will allow the inspectors to use their judgment except in doubtful cases.

M. L. Fears, chief inspector of the Missouri Department at Kansas City, is prepared for anything. If the moisture test is required, additional space and equipment for the laboratories will be secured, probably in the Board of Trade Building, and additional machines installed. He anticipates that it will hardly be possible to report on all cars on full days by noon, without a tremendous force and equipment; but he believes that things will work out satisfactorily, since all interests seem inclined to co-operate for the best good of the industry.

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George S. Carkener, president of the Board of Trade, is one of those persons who carry heavy burdens jauntily, and therefore get through life with a lot of work accomplished with the minimum of friction. He intimates that there has been a great deal of energy wasted in worrying over eventualities that never will eventuate—and that it doesn't pay to get scared about a possibility that is going to be handled all right if it really becomes a fact. He feels this way about the moisture test, among other things. Apparently he believes the Board and the Government, and the state departments, are perfectly competent to handle most any situation they may be confronted with—and that in the end it will work out to the advantage of all concerned. A friend of Mr. Carkener paraphrased his position thus: "What difference does it make where we all start from, if we get to the place where we want to go to?"

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The highest price paid for a membership on the Board of Trade was \$7,750, which including the transfer fee will be \$8,250. The names in connection with the transfer are not yet announced.

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A. R. Aylsworth has been elected to membership on the Kansas City Board of Trade, receiving the certificate of Finley Barrell of Chicago, which sold for \$8,000 including the transfer fee of \$500. Mr. Aylsworth has been traveling for the Morrison Grain Company for the past year or so.

* * *

Many Kansas City grain men are deeply interested in oil—deeply as to their personal interest, though their financial investments may not be particularly heavy. There are many groups of men in Kansas City and territory who "go in together" on oil leases, each putting up a few hundred dollars on the venture, so that none loses very much if the well is dry. Frequently these wells are dry. But with many groups, there is always the chance that some well will be wet enough to pay. Some of the grain men are entering the refining end, and are finding that this is a surer, and perhaps even a more profitable feature than the speculation in oil lands. With the oil craze extend-

ing into so many new districts, it was inevitable that shippers and country grain dealers, local bankers, and friends, should appear in increasing numbers with reports of prospects, and Kansas City is full of oil talk—on every hand—and incidentally getting full of oil money.

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John S. Torrington has been made manager for James E. Bennett & Co., grain and stock brokers here, succeeding Harry Street.

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L. A. Fuller of the Thresher-Fuller Grain Company, with Mrs. Fuller, spent six weeks of the late winter in California and the Hawaiian Islands.

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T. C. Hoose, manager of the Norris Grain Company at Kansas City, is spending his vacation in Florida.

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Ralph H. Orthwein has been elected to membership in the Kansas City Board of Trade.

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Feeders are buying futures of corn around a dollar, and planning to take delivery; old corn in their districts is selling above a dollar now.

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C. A. Dayton, president of the Kansas City Grain Club, reports that the club is in a flourishing condition. A social session, it is said, will probably be held soon, to get the members together, and to maintain the spirit of good fellowship that becomes highly important when questions are to be threshed out by members.

* * *

The Farmers Union at its recent convention in Topeka, adopted among other suggestions, one for a state law requiring the railroads to furnish enough grain cars to keep all the elevators in operation. M. McAuliffe of Salina was elected president, E. B. Roadhouse of Osborne, secretary.

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T. J. Holdridge, who is connected with the Kansas Flour Mills Company and the Larabee Flour Mills Corporation, has bought the 18 country elevators and the terminal house at Hutchinson of the Kansas Grain Company.

* * *

The National Farmers Association held its annual convention in Kansas City recently, reelecting its officers, C. D. Resler of Chanute, president, and M. V. Boddy of Fargo, national lecturer. The Association devised a plan of Farmers Market Bureaus, to replace grain exchanges at important centers, all persons connected with them to be employees, and fixed charges to be maintained for handling grain. The Association expects to issue a *Farmers Associated Press*, weekly, to contain all the news of the world, consular reports, Government and Institute reports, and everything else of interest to the grain raiser; besides all the news, reports, and articles that would be helpful to the farmer. The Association plans first, the organization of producers for raising, marketing and buying; second, the organization of consumers in the city for distribution; third, the organization of a central clearing house to cover both these activities.

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H. A. Merrill of Kansas City has gone to Ft. Worth to take charge of the office and elevator of J. Rosenbaum Grain Company, succeeding P. A. Crain, who was transferred to Chicago.

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The Haywood Warehouse Company is building an additional 6,000-ton capacity warehouse at Kansas City, for hay.

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The wheat grades hearing in Kansas City February 26 and 27 resulted in considerable relief to Kansas Cityans, in that it became evident that the Government was actually trying to get the best opinion available on the subject, and would try to cause as little trouble as possible. Many of the grain men expressed their opposition to the moisture test outlined in the tentative grades but chiefly on the ground that it would hamper or impede business, and not so much against the theory of the test.

KANSAS CITY
B. S. BROWN — CORRESPONDENT

THE grain trade at Kansas City has probably not been radically different from the trade at other centers—but at that there was plenty of excitement. It has been first one thing and then another, with grain grading standardization, car shortage, wildly fluctuating prices, uncertain movement, and last car congestion—to mention only a few. Despite, or because, of these and other factors, wheat passed the \$2 mark early in March. Allen Logan paid \$2 first, for 62 1/2-pound No. 2 hard, from Kansas, getting the car from Bruce Bros. Grain Company. The B. F. Hargis Grain Company sold a car of 59 1/2-pound Missouri No. 2 soft wheat to a milling company for \$2. A day or so later the Hodgson-Davis Grain Company paid \$2.01 for a car of 61 1/2-pound No. 2 hard. Cash wheat premiums over the May future rose steadily, until around the first of the month they were about 15 cents ahead.

The movement of wheat into the Kansas City market seemed light, because it was only about half of last February's movement; but at that it was more than 3,000,000 bushels, and a million ahead of the February average. The embargoes, and the trouble over exports, had some effect, though the shipments were 2,649 cars, or more than half the shipments of February, 1916; elevator stocks declined 1,257,934 bushels, to 7,260,000 bushels.

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Little headway seems to have been made as to car shortage, though Kansas Cityans are doing all they can to help along the plans for relief. Until the past few weeks, Kansas City had been disturbed only by the shortage, and had been willing to blame part of it on the tie-ups eastward. Now, however, the freight congestion has reached this territory, and is being heard of as far west as Denver. Nobody has proposed a brilliant solution of the problem—that is, no brilliant solution that seems

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DULUTH

S. J. SCHULTE - CORRESPONDENT

WITH the May wheat quotation run up over 17 cents a bushel, holders on the Duluth market have been in clover during the past month. The cash market has been strong throughout but in view of the limited daily receipts millers are picking up bonded grain for mixing purposes. Considerable low grade bonded wheat has been routed here of late and with a proportion of it demanding immediate treatment on account of dampness, it has been available at an attractive price basis. In view of the limited receipts of domestic grain since the close of navigation last fall, the movement of bonded grain this way is proving a bonanza for the elevator interests at this point. Up to 150 and 175 cars has been the daily run of late and that flow is expected to be maintained up till the opening of navigation owing to the congestion at elevators at the Canadian Head of the Lakes.

During the present crop year from August last up to date, the movement of bonded grain this way has aggregated nearly 7,500,000 bushels as compared with 8,824,000 bushels up to the same period last year. Wheat arrivals fell off approximately 2,000,000 bushels during that time but oats and barley scored good gains. Receipts of bonded flax seed have aggregated 350,000 bushels against only 43,000 bushels up to this time last year, and arrivals of oats have been 400,000 bushels heavier at 1,900,000 bushels.

Flaxseed from Canadian territory is being attracted this way through the ready market being afforded for it. In view of the generally accepted view that supplies of flaxseed in this country will be found to fall short of covering linseed oil market requirements, crushers have been readily taking all the seed offering. Last week a lot of 55,000 bushels of bonded seed was bought in one lot.

* * *

That there is room to spare in Duluth elevators this season is shown in present quantities of all grain in store approximating 15,200,000 bushels while the aggregate capacity is about 32,000,000 bushels. At this time last year the elevators were plugged up and the flow of grain this way had been practically embargoed by the railroads on account of the tendency of cars to pile up at the terminals pending their being unloaded.

* * *

William W. Bradbury, manager of William Dalrymple's Duluth office has returned from a trip to Fargo and other points in North Dakota. He predicts that a record acreage will be sown to wheat, oats and other grains this spring. From the data gathered by him the acreage in North Dakota plowed and ready for seeding is at least 30 per cent larger than a year ago, and with the abundant snowfalls over the Northwest, soil conditions promise to be exceptionally good. Farmers in districts of North and South Dakota that were hard hit by the drought and rust developments of last season have been buying Montana wheat for seeding purposes on a large scale and their requirements are now nearly covered.

* * *

"Purchases of oats by lumber operators in northern Minnesota have been heavy during the last few weeks," said R. M. White of the White Grain Company. "More men and teams are being employed in the woods than in several years. Over 900 horses are being worked by one of the companies to my knowledge. All that means the creation of a nice local trade."

* * *

It is being found necessary to keep drying plants steadily in operation to take care of the damp Canadian wheat coming in. C. F. Haley, of A. D. Thomson & Co., leasees of the Great Northern Elevators, said that his firm had contracted to handle 3,000,000 bushels of bonded grain and from advices

received from its Winnipeg correspondents, he is counting upon a heavier movement during the next four or five weeks.

* * *

Duluth houses specializing in oats and other coarse grains have been putting through a substantial business of late in spite of shipments to the East being blocked through the railroad freight congestion.

* * *

W. C. Mitchell, of Randall, Gee & Mitchell, said that his house had large booking of all grains, specially oats for Eastern shipment, but from reports received the car congestion down that way has imposed a bar against hopes for any extended shipments prior to the opening of navigation.

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The machinery in the addition to the Capitol Elevator Company's plant is now tuned up and is reported to be running smoothly. The company has been taking some grain into the new house lately and good results in handling have been shown.

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It is expected that the ground for the Great Northern Elevator Company's proposed addition will be broken about the end of this month. The Barnett & Record Company, the general contractors for the structure, have announced that work will be pushed as soon as weather conditions will permit.

* * *

Charterings of vessel capacity to move wheat from the Head of the Lakes to Buffalo have been reported during the last few days at 5@5½ cents. Last spring the first cargo was taken out on April 21 at 6 cents and the closing rate for the year was 4½ cents. The rate dropped to 3 cents during June and with the letting up in iron ore shipments in November and the release of considerable vessel tonnage, a quotation of 3 cents Buffalo delivery was made during the early part of November.

ST. JOSEPH
ALLAN T. WEST - CORRESPONDENT

THE opening of the new trading hall was not attended with any formal ceremony. A flash-light picture was taken at the opening and then everybody went to work. The first car sold in the new hall was a car of No. 2 yellow corn sold by Fred Watts of the T. P. Gordon Commission Company to the St. Joseph Hay & Feed Company for \$1.09½. The room was crowded with visitors all during the session and everything went through without a hitch. Marvin Hayes who was formerly with the Shannon Commission Company is the marker on the new blackboard and Miss Marstella who has been handling toll calls for the Missouri & Kansas Telephone Company is in charge of the switchboard in the trading hall. Next Saturday, March 17, the hall will be thrown open to the public at a formal reception and a program has been arranged. Invitations have been extended to all the commercial bodies in St. Joseph and also to friends of the members in other markets.

* * *

Among the visitors during the last week were A. B. Swift of Chicago and H. F. Leet of Maryville.

* * *

A new member has been added to the force of the Mid-West Grain Company in the person of Chas. G. Smith, formerly manager of the local branch of the Miller-Stevenson Grain Company.

* * *

Philip Brunswig has recovered sufficiently from an operation which he underwent recently to be able to be around and has been helping install the fixtures in the trading hall.

* * *

The order put into effect by the railroads recently restraining the loading of empty cars except to the owning road has had its effect in the receipts of this

market although apparently all the markets have suffered to some extent.

* * *

Although the country around here have reported some rain and snow, we have had no moisture here for over two months and everything is bone dry. Estimates of a 90 per cent crop of wheat will probably be a little high for the territory immediately adjacent to St. Joseph.

* * *

An assessment of \$60 has been made by the Board of Directors to meet the running expenses of the fiscal year.

* * *

G. W. Helm recently returned from a week's trip to Albuquerque, N. M.

* * *

Work will be started soon on 300,000 bushels additional storage capacity at the Burlington Public Elevator. This will make the capacity of this elevator 800,000 bushels.

* * *

J. L. Frederick is spending a much needed vacation in Hot Springs, Ark.

NEW YORK
C. K. TRAFTON - CORRESPONDENT

MEMBERS of the local grain and flour trades were interested recently upon hearing that the construction of the new office and storage building of the Hecker-Jones-Jewell Milling Company was progressing satisfactorily and is expected to be ready for occupancy some time during the summer. This building is being erected on a site secured some time ago directly across the street from the company's big mill at the corner of Corlears and Water Streets, near the East River. The building will occupy an area of about 150 by 150 feet and will be 10 stories high, which will allow ample space for the company's general offices, as well as ample storage room. The company intends to retain a small office in the Produce Exchange Building where they have been located since 1892.

* * *

S. K. Fox, an old and active member of the local grain trade, now identified with the firm of McCord, Son & Co., returned to his post on the Exchange floor recently and received a hearty welcome from his many friends. His absence was occasioned by a serious attack of the grippe, the first illness to interfere with his business during a career of over 40 years.

* * *

Needless to say, the severance of diplomatic relations with Germany and the possibility that actual hostilities might ensue, caused a great deal of discussion on the Exchange floor and widely divergent views were expressed as to the effect upon grain values. The following are brief resumes of opinions given by some of the leading members of the local grain trade: J. Ward Warner, ex-president of the Produce Exchange, and head of the old export firm of J. G. Hagemeyer & Co.: "Although prices are remarkably high now, I believe that war between this country and Germany would cause a further advance. War always brings higher prices. The Allies are badly in need of food supplies from this country and the export movement of wheat and other grain, now checked by the submarine perils, will assume larger proportions when our navy becomes available as a protection to shipping."

C. A. Robinson of Robinson & Sweet, grain exporters: "It seems as though a war would cause still higher prices, largely because the use of our war vessels to patrol the Atlantic would make shipping safer and increase exports. On the other hand, it is not improbable that the Government will take control of the food supply to prevent higher prices. Hence I believe the outcome wholly conjectural. Possibly no material effect may be noticed."

J. F. Parker of Parker & Graff, grain exporters:

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"In normal times it is reasonable to expect an advance in prices to follow the outbreak of hostilities, but as prices are already at such remarkably high levels, it is problematical if such a war would cause a further material upturn."

Wm. McCord of McCord, Son & Co., grain exporters: "In my opinion the outbreak of such a war would result in higher prices. War always causes advances in the cost of all commodities."

Wm. Knight of Knight & McDougall, exporters and commission merchants: "I cannot see how a war with Germany could have much effect on our prices. The only grain shipments now being held up are those for the Dutch and Greek Governments. Supplies are going to the Allies regularly and our entry into the war would make no difference in that respect. If anything, I believe our participation might tend to shorten the conflict and thus hasten the return of food prices to normal peace levels."

* * *

Benjamin E. Saveland, for many years an active and popular member of the local grain trade, but in recent years active on the Chicago Board of Trade as a broker for E. W. Wagner & Co., commission merchants, spent a few days with his old friends and associates on the Produce Exchange and received a decidedly hearty welcome.

* * *

The following applicants have been admitted to membership in the New York Produce Exchange: John T. Schenck, who is connected with the New York office of Thomson & McKinnon of the Chicago Board of Trade. Edward H. Dougherty, connected with the New York office of Ware & Leland of the Chicago Board of Trade. A. L. van Halderen of LeGue & Bolle's Commissiehandel, grain exporters. Carl S. Larsen of the Nordisk Oversoisk Handelsselsaab, exporters.

The following applications for membership in the Produce Exchange have been received: Joseph Seifer of B. F. Schwartz & Co., grain merchants of New York and Chicago. Fred. C. Sawyer, connected with the New York office of Simons, Day & Co., commission merchants of Chicago. Monass M. Marks of the Western States Grain & Feed Company, grain and feed dealers. G. J. van Waveren of N. V. van Waveren Grainhandel, exporters.

* * *

Herbert T. Robson recently returned from England and received a cordial welcome from his associates on the Produce Exchange. Mr. Robson, who was elected to membership in the Exchange about a year ago, is a member of the local firm of Paul, Robson & Co., which is a branch of the old Liverpool grain house of Ross T. Smythe & Co., who are official buyers of grain, etc., for Great Britain and her allies. It was understood that Mr. Robson came here largely to take the place of Robert S. Harker, who will shortly return to Great Britain. The exact date of his departure has not been fixed.

TEXAS DEALERS COMPLAIN

By W. D. HORNADAY.

Formal complaint has been made by the grain dealers of Fort Worth, Texas, through the freight bureau of that city to the general managers of the nine railroads centered there of their alleged practice of discriminating against grain freight when higher class freight is obtainable by routing foreign cars out of their proper channels and paying a \$5 fine. In a telegram to these railroads on behalf of the grain and flour shippers, Ed. P. Byars, manager of the Fort Worth Freight Bureau, said:

"Fort Worth grain and flour shippers of this organization are suffering financial reverses by reason of your failure to furnish cars for loading shipments now being offered your line. All lines are not operating under the same service car rules and Fort Worth lines are not co-operating sufficiently in car distribution to protect Fort Worth shippers. Besides, discrimination in favor of traffic bearing higher rates in being made; pooling agreements are not being lived up to, and the situation demands your immediate attention. Yards are full of foreign empties. Can you not arrange to furnish this foreign equipment until such time as your own is available?"



THE HAY FAMILIES

The Timothies, from which family I have the honor to be descended, are of course included in the great Hay family. The annual output of hay on the American continent rises toward a hundred million tons, worth toward a billion dollars.

THE GRAIN ASSEMBLIES

The great grain conventions of the nation and the states have been held. The highest distinctions were heaped on the wheat families. The power of the United States as a grain nation was made fully apparent. In fact, the politicians were reported to be wondering if a member of the Rice family could not be nominated for President.

KANSAS DELIRIUM

A Kansas newspaper editor recently resurrected the following and fed it to his eager readers: Seventy-five years ago no white man claimed Kansas as his home. Now over one and a half million boast of Kansas as their home. One or two generations ago Kansas was a part of the Great American Desert. Now every morning during the plowing season the farmers go into a corn field as large as the whole state of New Jersey; every noon during the harvest the harvesters come to dinner from a wheat field of 20,000 acres more than Delaware, and every night Mary calls the cattle home from a pasture larger than Pennsylvania.

WHEN WHEAT HIT \$2 IN 1888

The story of the Hutchinson corner is interestingly told in a recent letter of Southworth & Co., Toledo. It will easily bear repetition, and we give it as follows:

I see old Hutch start for the club—
Good-bye, my money, good-bye;
He has given us all a pretty tough rub—
Good-bye, my money, goodbye.

That is the little song that the brokers of the Chicago wheat pit sang after the closing gong had sounded at 12 o'clock on Saturday, September 30, 1888, and B. P. Hutchinson—"Old Hutch"—started to leave the trading floor.

"Old Hutch" had successfully cornered the wheat market.

Some grain men recall it. E. L. Southworth is one. He knew "Old Hutch" and executed many trades for him.

The spring wheat crop had a bad time in 1888. Like 1916. "Old Hutch" noted it. He noted that stocks of old wheat were nearly cleaned out. It looked like a shortage.

He began to buy wheat. He bought quietly. Hardly anyone knew what was going on. He got most of the actual supplies in Chicago.

By September 17, cash wheat had risen to 97 cents. It was approaching the awe-inspiring dollar level.

Talk connected Hutchinson with the corner. All he said was, he didn't believe in corners.

As Hutchinson bought, the bears sold. The price advanced. September 22, cash wheat sold for \$1. The first time in years. Dollar wheat was widely advertised. The public—always a bull—got the buying fever. The speculative fever was contagious. Enormous outside buying entered the pit. It all helped Hutchinson's plans.

Two days later—September 24—"Old Hutch" settled with distressed shorts at \$1.25. He held what he took in. He bought more. Wheat kept advancing. September 28 it was \$1.50, and the day of reckoning only 48 hours away. Many shorts settled at \$1.50.

Others who had wheat sold for September delivery, waited for the final delivery day.

At a quarter past nine, on September 30, the pit was thronged. An enormous crowd packed the gallery. "Old Hutch" seemed the least excited of all. He took his usual seat on the floor. The gong rang. The frenzied demand for wheat put the price up at an unheard-of rate. The short interest was enormous.

Before the close shorts were paying Hutchinson \$2 for wheat.

It is figured that "Old Hutch" had been long about 10,000,000 bushels in all. What he took in, the

"corpse," was not over 3,000,000 bushels, a relatively small amount. Owing to the actual scarcity of wheat he had no trouble merchandising his holdings.

The corner was a success, but it was the beginning of the end for Hutchinson. He seemed to lose his hold. Like all the others who had attempted corners, he finally joined the ranks of the down and out.

But the figure of the shrewd, lean, lank Yankee leader is always recalled when the high spots of the trade are brought into the limelight.

ALFALFA POETRY

When the poetic muse takes possession of a grain man or farmer some strange and peculiar phenomena often results. However, some of the poetry is not so utterly bad as to cause nausea. Practically all the grains have been presented in verse (real or alleged). Of these alfalfa, although handicapped by a late start now heads the list. Perhaps some of our readers recall poems of this nature and will be willing to send them to the Bin Man. In the meantime for a starter, let's have the following, the author of which is unknown:

What makes the landscape look so fair;
What blossoms bright perfume the air;
What plant repays the farmer's toil,
And will enrich the worn-out soil?

Alfalfa!

What is the crop that always pays,
And will mature in forty days;
Resisting drought, the frost and heat,
Whose roots reach down one hundred feet?

Alfalfa!

What grows in loam, clay and sand;
What lifts the mortgage off the land;
What crop is cut six times a year,
And no foul weeds in it appear?

Alfalfa!

What makes the swine so healthy feel,
And never raise a hungry squeal;
The wholesome food that never fails
To put three curls into their tails?

Alfalfa!

What makes all other stock look nice,
And bring the highest market price;
What fills the milkpails: feeds the calf,
And makes the old cow almost laugh?

Alfalfa!

BREAD IN OLD LONDON

VII

In London, only farthing loaves and half-penny loaves (writes Robert Chambers) were allowed to be made, and it was a serious offense, attended by forfeiture and punishment, for a baker to be found selling loaves of any other size. Loaves of this description seem to have been sometimes smuggled into market beneath a towel, or beneath the folds of the garments, under the arms. For the better identification of the latter, in case of necessity, each loaf was sealed with the baker's seal; and this from time to time, and at the Wardmotes more especially, was shown to the alderman of the ward, who exacted a fee for registering it in his book.

In London, from time to time, at least, once in the month, each baker's bread (or, at all events some sample loaves) was taken from the oven by the officers of the assayers, who seem to have had the appellation of "hutch-reeves," and duly examined as to quality and weight; it being enacted, however, in favor of the baker, that the scrutiny should always be made while the bread was hot.

The "assay," or sample, loaves which were given out to the bakers periodically for their guidance as to weight and quality, were delivered hot to the bakers.

HELPING THINGS ALONG

Malcolm—Where are ye going, Sandy?

Sandy—I thought I'd go down to the kirk and creetacise a leetle.

ASSOCIATIONS

CONVENTION CALENDAR

May 8-9—Illinois Grain Dealers Association, Springfield, Ill.

May 29-30-31—Kansas Grain Dealers Association, Kansas City, Mo.

July 24-25-26—National Hay Association, Hotel Sherman, Chicago, Ill.

September 24-25-26—Grain Dealers National Association, Buffalo, N. Y.

MINNESOTA DEALERS ELECT

The Farmers Grain Dealers Association of Minnesota closed their annual meeting on February 16, after electing the following officers: H. R. Meisch of Argyle, president; A. O. Lunder of Slayton, vice-president; Adam Brin of Stewartville, treasurer; and B. Anderson of Hartland, H. J. Farmer of Airlie, Theodore Frederickson of Murdock, A. F. Nelson of Benson, J. Gustavson of Windom, and Charles Kenning of Bird Island, directors.

The Association went on record in favor of trading in futures; for an authoritative definition of "adequate weighing facilities"; and ended with a pledge of loyalty to President Wilson.

NORTH DAKOTA DEALERS PATRIOTIC

A resolution endorsing the action of President Wilson in severing diplomatic relations, backing him in any crisis which might grow out of the trouble with Germany and urging all citizens to stand behind him, regardless of party, ended the annual meeting of the North Dakota Farmers Grain Dealers Association at Fargo on March 1.

The officers elected were as follows: President, A. A. Lane of Sherwood; first vice-president, William Holmquist of Reeder; second vice-president, J. M. Still of Beach; secretary, M. C. Gaulke of Thompson; treasurer, L. P. Ormsby of Edgeley; and directors: B. F. Jones of Berthold, Charles Laus of Hannah, and Albert Hesla of Maddock. Bismarck was selected as the next meeting place.

OHIO CO-OPERATIVES RE-ELECT OFFICERS

The Farmers Grain Dealers Association of Ohio met at the Boody House, Toledo, February 22, in the annual gathering of the organization. The meeting was well attended, considering the small size of the Association and a number of interesting addresses were heard. The old officers were elected as follows: President, J. F. Parritt, Malinta; first vice-president, Addison Dolph, Elmore; second vice-president, Fred Meyer, Holgate; secretary, Charles Latchaw, Defiance; treasurer, Fred W. Uler, McClure. Directors are: Guy Marvin, Findlay; L. T. Winch, McClure; J. W. Louden, Liberty Center; C. W. Palmer, Jewell; John Miller, McClure; Raco Wagoner, Lindsay; M. Newson, Fostoria; F. J. Dauer, Haskins; and Henry Etsaman, Deshler.

NEW MEMBERS FOR HAY ASSOCIATION

The National Hay Association has made material gains since the annual report was published. Secretary J. Vining Taylor sends the following list of new members, and is satisfied that this list will be considerably augmented before the annual meeting in August:

Henry T. Bouchelle & Son, Boligee, Ala.; Farmers Elevator Company, Poneto, Ind.; Jacob Finkle, Warren, Ind.; Frank H. Messner, Hartford City, Ind.; W. E. Rouch, Mishawaka, Ind.; J. B. Dawson Company, Boston, Mass.; The A. H. George Company, Inc., Meridian, Miss.; Bridge & Souter Company, Inc., Canastoga, N. Y.; J. E. Sloop, Statesville, N. C.; The Banting Machine Company, Toledo, Ohio; V. A. Brown, Circleville, Ohio; Grant DeWitt & Sons, Washington Court House, Ohio; The Horn Bros. Company, Monroeville, Ohio; Allen G. Paine, Cleveland, Ohio; Martin & Carter, Vinita, Okla.; C. S. Hubbard, Presho, S. D.; J. C. Bennett & Co., Nashville, Tenn.; P. G. Bush, Nashville, Tenn.; Kewaunee Grain Company, Kewaunee, Wis.; Watson Coal & Feed Company, Springfield, Ill.; Rex Mill & Feed Company, Nashville, Tenn.; Elmer G. Porter, Caywood, N. Y.; Jas. P. McAllister & Co., Columbus, Ohio; Stanley Produce Company, Stanley, Wis.; Tennessee Grain Company, Nashville, Tenn.; Shepherd Elevator Company, Shepherd, Mich.; Pauli & Co., Long Island City, N. Y.; W. S. Wheeler's Son, Ballston Spa, N. Y.; E. K. Sowash, Middletown, Ind.; Herbert Wheaton, Atlanta, N. Y.; A. E. White, Tully, N. Y.; Adams & Blumer, Weedsport, N. Y.; Belden & Co., Geneseo, N. Y.; The J. H. Colgrave Company, Canaseraga, N. Y.; J. W. Wallen, Belmore, Ohio; John C. Quinn, Trowbridge, Ill.; Lowe & Palmer, Britton, Mich.; Samuel Deuel, Pine Plains, N. Y.; C. A. King & Co., Toledo, Ohio; Tudor & Jones, Weedsport, N. Y.; Rector, Barham & Taylor, Inc., Bluefield, W. Va.; Abner Hendee Company, New Haven, Conn.; The Crittenden-Benham Company, New Haven, Conn.; The Cutler Company, North Wilbraham, Mass.; C. G. Burnham, Holyoke, Mass.; H. C. Puffer Company, Springfield, Mass.; W. B. Alger Company, Boston, Mass.; J. H. Bosworth, Chicopee Falls, Mass.; Hurd Bros., Providence, R. I.; Baird & Co., Boston, Mass.; C. W.

Bowker & Co., Inc., Worcester, Mass.; Robert Forsyth & Son, Centerville, R. I.; Redding Grain Company, Jacksonville, Fla.; J. B. Garland & Son, Worcester, Mass.; E. L. Smith & Co., Union City, Pa.; Fair & Martin, Inc., Atlanta, Ga.; W. P. Dunn, Atlanta, Ga.; Atlanta Flour and Grain Company, Atlanta, Ga.; C. A. Pease & Co., Hartford, Conn.; Gray Hay & Grain Company, Petersburg, Va.; The Brown-Burnworth Company, Bremen, Ohio; John Cook, Belvidere, Ill.; J. S. Oulman, St. James, Minn.; Robinson, Kelly & Co., Charleston, W. Va.; Sandusky Grain Company, Sandusky, Mich.

NEW YORK HAY DEALERS

The New York State Hay Dealers Association met at Syracuse last month in one of the most interesting mid-winter sessions the organization has ever held. About 75 members were present and the discussions brought out the fact that there was a large quantity of medium and poor quality of hay in the state. Among the speakers were C. A. Coleman, Warren Dean, S. Strough, E. A. Dillenbeck, A. E. Bullard, F. M. Williams, H. A. Basconet, G. W. Crampton, John E. Murray, Jay Bradley, W. J. Overocker and S. S. Wright.

One of the most interesting addresses was by Egil Steen of Baltimore who spoke as follows:

A speaker at a hay meeting is generally expected to give advice, but even if he be able to give it, it is usually a case of "Love's labor lost," for in the matter of advice, "Fools won't heed it, and wise men don't need it." At the risk of repeating some statements that I may have made on another occasion, I want to remind you that a man, reputed to be the wisest that ever lived, our old friend, King Solomon, said: "The man that withholdeth corn, the people shall curse him." And that looks to me as if even in Solomon's time there must have been bull-headed farmers who would not dispose of their product at a fair price for the size of the crop. All of us know that was a bountiful crop of hay raised this season, and yet, many of the farmers are holding their hay for big prices, and I am told, intend to hold it, even if they have to plow up their meadows in the spring and plant grain. In buying hay, precisely the same rule holds good as when you are courting your sweetheart—don't let your heart run away with your head—don't be misled by appearances; don't be misled by anything that the farmers tell you; don't be influenced by the advances that he tells you your competitor is making; if you cannot get your hay on terms proportioned to actual conditions, let your competitor have it, or else you and some of your money will shortly be divorced. The sooner you let your competitor have any hay that he is willing to pay more for than it is worth, the sooner he will be out of business and out of harm's way.

I think that receivers can do much to aid reputable shippers in getting rid of irresponsible sharks. It does not take long at our end of the line to find out if a shipper is straight; if he is reputable and responsible. The shipper who is always overdrawn, whose grade is always something less than his invoice, whose weights appear to be merely a guess on the safe side for himself, that kind of a shipper, even though he invariably makes good his overdraft, is not such a one as the receiver should solicit business from for the sake of the occasional commissions he might receive. It would be impossible for that kind of a shipper to stay in business if a reputable receiver did not carry him along. Don't be afraid to turn down business because there is a 10-dollar bill in it, when you may be doing a hundred dollars' worth of injury to the business itself. All of us have probably had enough experience along that line to have learned our lesson well, but we seem to have difficulty in applying it. It's like the man that stuttered badly who went to a specialist, and after 10 different lessons, learned to say quite distinctly: "Peter Piper picked a peck of pickled peppers." Naturally, his friends congratulated him on his splendid achievement. "Yes," responded the stutterer rather doubtfully, "but it's such a-a d-d-deucedly d-d-difficult r-r-remark t-to w-w-work into an o-ordinary c-c-conversation." And in like manner we seem to have difficulty in applying our lessons so well and so often learned.

But there is plenty of room in this great country of ours to make a living without having anything to do with unfair competition or questionable practices in business. Just think of a few of the immense resources of our population of 113,000,000, outside of the great wealth of the commodities that we are particularly interested in. As noted in a recent issue of one of our periodicals, we have a stock of gold as large as the combined gold reserve of France, Russia, and the United Kingdom. Our pig iron production is greater than that of all the countries of the world combined. Our copper output in 1916 was twice that of the rest of the world. There are in our country 22,000,000 dairy cows, 40,000,000 head of cattle, 48,000,000 sheep, 67,000,000 swine, 25,000,000 horses and mules. And besides, as President Vanderlip of the National City Bank says: "The banks are prepared to absorb the proposed \$500,000,000 Government treasury note issue without a murmur, and more if necessary. All that the merchants of our country need is honest co-operation in order to enjoy to the full the wonderful resources of our country. I haven't yet gotten ten out of the George Washington atmosphere of day before yesterday, and the word co-operation reminds me that there is a larger co-operation that we all owe who have been nourished on the good things of our land, we want, all of us to rally around the grand old flag, which, to quote a Flag Day speaker's words: 'Stands for more than conquest. It stands for protection. It is the symbol of our national life. Its stars are the sentinels of our hope. Its bars are the pledges of defense against wrong and oppression. Its blue is the prophetic assurance of constancy and devotion. Its red is the flaming Cherubim to guard the Eden of our altars and our homes from violence. Its white is to enforce purity and truth and justice in every American heart as the hope of the nation.'"

MICHIGAN DEALERS MEET AT LANSING

An excellent program was arranged for the mid-winter meeting of the Michigan Hay & Grain Dealers Association, held at Lansing, Mich., February 21. The morning was spent in an enjoyable visit to the Reo automobile factory, where the delegates beheld a force of 4,500 men turning out a Reo car every five minutes.

President Hubbard called the meeting to order at two o'clock, in the Chamber of Commerce Building. After the invocation and address of welcome by Mayor G. J. Reutter of Lansing, A. J. Carpenter of Battle Creek responded on behalf of the Association, thanking the city of Lansing, the mayor and the Reo people for their welcome and entertainment.

George F. Dimond of St. Johns, in his talk on "Eliminating Grass from Michigan Hay," stated that there is grown in the bottom lands of Michigan what is known as "bottom grass" or "red top" also Michigan blue grass, which is rejected in the Southern markets. An educational campaign among the farmers by mail or otherwise was urged, instructing them that this hay is unsalable and showing how to eliminate its growth. His advice was to reduce the acreage of meadows by 25 per cent, maintaining that seven and eight dollars a ton was insufficient for the farmer.

The Association went on record favoring the plan outlined by Mr. Dimond in instructing the Michigan farmer to eliminate the grass in hay.

In the absence of State Railway Commissioner C. L. Glasgow who was to talk on the subject of "Business Ethics," Mr. Sweeney, his secretary, addressed the delegates. He stated that personality enters into every transaction and should not cease until shipments are accepted. If shippers were absolutely honest in their grades and transactions no railway commission would be needed. Less deception and a closer following of the Golden Rule are the underlying principles of business ethics.

The subject of brokerage was discussed by Richard Quinnan of Saginaw who stated that there is much agitation to raise the brokerage on a car of hay from \$3 to \$5. Raising the brokerage would mean higher-priced hay for the buyer but would result in better service by the broker. The selling expense often means to the broker from a dollar to a dollar and a half in telegrams, etc. The organization, however, after a thorough discussion, went on record as favoring the retention of \$3 per car for the present.

W. J. Orr of Saginaw, president of the Michigan Bean Jobbers' Association, spoke a few words on co-operation. He stated that the Michigan hay dealers were the poorest class of business men in Michigan. Instead of requesting the farmer to bring in his hay baled and buy on grade, it is the practice of the dealer to buy hay in the mow which generally results in a loss to the latter. The bean dealers tell each other their troubles and try to correct them.

"Reciprocal Demurrage" was the subject of an interesting talk given by Representative L. J. Lewis. He pointed out that the state of Michigan has a reciprocal demurrage law; but the shipper, in order to get action against the railroad for failure to supply cars for instance, must show that the railroad has cars not in use, which could be used for his purpose.

The law that created the Railroad Commission provides that the carrier must furnish reasonable facilities and equipment to all its patrons. The Commission, however, is not to be blamed for the present conditions. It is a judicial body whose duty is to render decisions and enforce the same after a full hearing on the merits of the controversy.

After listening to remarks by Secretary J. Vining Taylor of the National Hay Dealers Association, the Association went on record favoring a reciprocal demurrage act as proposed by the National Hay Dealers Association.

President Hubbard spoke about the Pomerene Bill of Lading Bill and pointed out the little joker in regard to "adequate weighing facilities." N. C. Webster of Chicago stated that Col. Dodge of the Western Weighing Association gave the impression that it was desired to eliminate weights from country stations wherever possible and force the weighing to be over track scales or carload hopper scales, giving notice that this body would not recognize weights on certain scales, small bopper or automatic scales.

The following resolution was adopted:

Resolved, that in order to standardize weighing equipment and insure uniformity we request such legislation by Congress as will confer upon the Bureau of Standards of the Federal Government authority to promulgate such specifications, rules and regulations as may be necessary to define what shall constitute adequate weighing facilities within the meaning of the law.

An elaborate dinner was served in the evening at a banquet arranged for the delegates in the Chamber of Commerce auditorium. A number of splendid talks were made including a story of plant life by Professor Gunnison of the Michigan Agricultural College, which proved exceedingly interesting.

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IN THE COURTS

Caughey-Jossman Company of Detroit, Mich., has started suit against Frank M. Towner for \$5,000.

Judgment for \$324.48 damages was awarded the Earlville Grain Company of Earlville, Ill., in suit against E. C. Booth.

A judgment for \$1,330.01 was given the Ayr Farmers' Elevator Company of Ayr, N. D., against Alex Mong, Jr.

The Newton Grain Company of Springfield, Mo., has filed suit against M. M. Fricke for \$565.82. Amount is due on goods received, complainants allege.

Walker & Gerks, hay and straw dealers at Rochester, N. Y., have filed suit against the American Hay Company of Goshen, Ind., for \$700, said to be due on account.

A voluntary petition of bankruptcy has been filed for Jesse M. Elliott, grain dealer and farmer of Columbus, Ohio. Assets are listed at \$10,706 and liabilities at \$29,387.

Suit was brought by E. B. Conover Grain Company of Springfield, Ill., vs. Wabash Railroad for \$550, lost because of deterioration in value of grain shipped to Baltimore.

Clarence L. Harleson has filed suit against the Kansas City Hay Dealers' Association for alleged combine of association members to fix prices, name margins, etc.

The court rendered a decision favorable to the defendant in the suit of the Kemper Grain Company of Wichita, Kan., against the Farmers' Grain & Elevator Company of Cunningham.

The Hasenwinkle Grain Company of Springfield, Ill., is complainant in suit filed against Ole Hagland for alleged failure to deliver 1,250 bushels of red wheat bargained for on July 10, 1916. Damages of \$600 are asked for.

Suit has been filed against the B. & O. S. W. Railway by six plaintiffs, including the Edinburg Farmers' Grain Company, for damages done to property at Edinburg, Ill., by fire which was caused by spark from a passing engine, on May 6, 1916.

Judgment for \$181 was rendered the Dement Bros. of Walla Walla, Wash., in its suit against Carl Coon. The court ruled that payment down

is not necessary to make the contract binding. Coon contracted to sell at \$1.03 a bushel and when wheat went up sold to another dealer for \$1.60.

A brief has been filed in the United States Circuit Court of Appeals by members of the Chicago Board of Trade, who were denied an injunction recently by the federal judge restraining the collection of taxes alleged to be due on transfer and offer trades. The petitioners ask that the findings of the District Court be reversed.

Suit has been filed by Allen Farmers' Elevator Company against Russell G. Nichols *et al* of Pekin, Ill. The complainant asks the court to decide to whom \$1,291.50 shall be paid. The corn, 1,434 bushels, was delivered to the elevator by Geo. Martin, a tenant on the farm of Russell G. Nichols. Both N. G. Nichols and Russell G. Nichols claim the power to collect.

The Supreme Court in St. Paul, Minn., decided that memberships in the Minneapolis Chamber of Commerce and like organizations are held taxable as personal property regardless of where the owner lives. Supreme court decision reversed the former decision in the case of A. L. Goetzman and others against Chairman S. Lord of the State Tax Commission and others.

Frank M. Towner, owner of elevators at Perry and Morrice, Mich., was discharged in the Owosso, Mich., court after being arrested on a charge of negotiating for value an order bill of lading for a carload of wheat which he did not possess. He got \$1,300 on the bill of lading. Officials of the Grand Trunk claimed that Towner did not have the wheat at the time of his arrest, while investigation showed that he did have the wheat.

Suit for \$765.50 damages has been filed by C. M. Sturges and D. L. Sturges, operating a hay business at Phoenix, Ariz., as the Sturges Bros., against D. P. McIntosh. The plaintiff claims that it contracted for 160 tons of baled hay at \$7.50 a ton to be delivered at such times as plaintiff desired; and that 56½ tons have not as yet been delivered. The price of baled hay has advanced during intervening time to \$15 a ton. The defendant, however, claims that the hay merchants bought a stock of hay, the approximate amount of which was 160 tons and that the stock fell below the estimated amount.

GRAIN TRADE PATENTS

Bearing Date of February 13, 1917

Grain Car Door.—Neri Terry, Hardisty, Alta., Canada, assignor of one-half to John G. Schuler, Hardisty, Alta., Canada. Filed April 18, 1916. No. 1,216,013.

Grain Distributer.—Frederick K. Hurxthal, Rockford, Ill., assignor to Emerson-Brantingham Company, Rockford, Ill., a corporation of Illinois. Filed March 2, 1916. No. 1,215,809.

Car Door Seal.—William V. Goodnow, Washington, D. C. Filed May 14, 1914. No. 1,215,520.

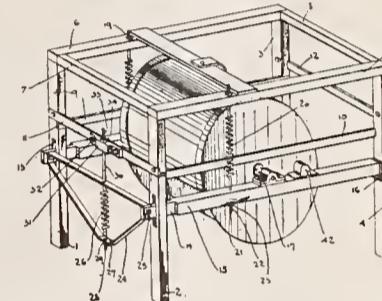
Bearing Date of February 20, 1917

Device for Holding Flexible Spouts.—Carl E. Dunham, Baker, N. D. Filed July 29, 1916. No. 1,216,296.

Car Seal.—Pamphilus Schmitz, San Francisco, Cal. Filed June 14, 1916. No. 1,217,077.

Weighing Machine for Grain.—Samuel B. Orr, Circleville, Ohio. Filed February 19, 1915. Renewed January 4, 1917. No. 1,217,050. See cut.

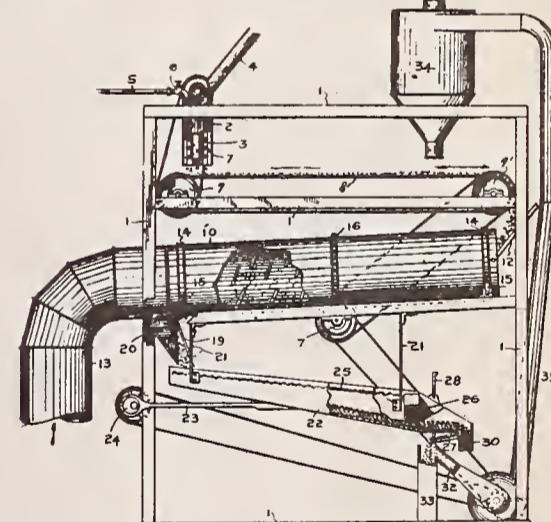
Claim: A weighing machine comprising a normally locked weighing drum having a plurality of pockets for the reception of the material to be weighed, a revolvable shaft fixed to said drum, spring controlled levers having one end hinged and further having bearings for said shaft and capable of being shifted when the weight of the material supplied to a pocket ex-



ceeds a predetermined amount thereby releasing the drum to permit the same to revolve by gravity to dump the material from said pocket, and means for limiting the revolving movement of the drum at each operation to position an empty pocket to be filled.

Seed Cleaning Machine.—Shirl Herr, Crawfordsville, Ind., assignor to Crawfordsville Seed Company, Crawfordsville, Ind., a firm composed of Abner H. Flanigan and Shirl Herr, Crawfordsville, Ind. Filed July 10, 1916. No. 1,216,803. See cut.

Claim: In a machine for separating mucilaginous from non-mucilaginous coated seeds, means for moistening said seeds, means for subjecting them to the moisture until the coats of the mucilaginous seeds become adhesive, means for adding a material to which the adhesive seeds will adhere, means for tumbling

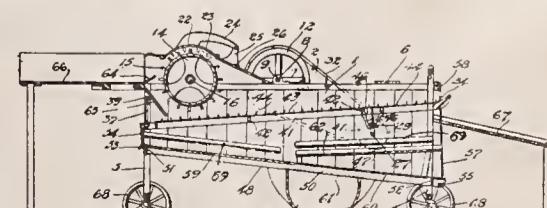


and mixing said last material with the moistened seeds, means for drying the mixture in hot air, and means for separating said last material with its adhering seeds from the other seeds.

Bearing Date of February 27, 1917

Grain Separator.—John Gunn, Winnipeg, Man., Canada. Filed April 6, 1914. No. 1,217,299. See cut.

Claim: In a grain separator, the combination with a box like body and a plurality of similar oscillating shakers suspended within the body and passing lengthwise thereof, of a shoe suspended beneath the shakers and having a downwardly inclined rear pan, a downwardly inclined forward perforated plate continuous



with the pan, a screen disposed beneath the plate, and an elevated rearwardly and downwardly inclined front pan located above the perforated plate and having the lowermost end thereof terminating directly above the lowermost portion of the rear pan.

TRANSPORTATION

The Missouri, Kansas & Texas has announced an embargo against export grain to Galveston, Texas.

The Texas & Pacific Railroad has announced an embargo against shipments east of the Illinois state line.

Complaints have been filed against railroads in general by the Council of Grain Exchanges criticizing policy to favor munitions in preference to grain.

The Louisville & Nashville Railroad has put into effect a new through rate tariff on all freight of Class D, Southern classification, which includes grain and grain products, etc., from several Alabama points to points in the Southeast.

On February 21 embargoes on all grain shipments to Indianapolis, Ind., were cancelled by the Big Four Railway. This does not, however, allow grain to be billed locally on Indianapolis and then reconsigned to embargoed points.

On February 28 the Chicago, Milwaukee & St. Paul Railroad reissued an embargo on grain shipments from Milwaukee to Chicago. The lines owned by the company to Minneapolis and other Northwestern points were kept open.

Railroads have issued a proposed advance of 1.6 cents per 100 pounds on export grain and grain products to be effective March 12. Minneapolis grain men have filed protests on ground that grain was sold in advance in November and December on old rates and that car shortage held them up.

Individual shippers and the Milwaukee Chamber of Commerce have filed complaints with the Interstate Commerce Commission against the rule whereby goods intended for Eastern points can be loaded only on the cars of roads serving those points.

The Interstate Commerce Commission has suspended the proposed switching charge of \$2 a car for use of power or equipment or both at grain elevators or warehouses in connection with carload shipments, at St. Joseph, Mo. A hearing on the proposed rates will soon be given.

The Chicago Board of Trade has made complaints before the Interstate Commission against the action of the Car Service Committee and the Commission in ordering 800 cars to be turned over to Minneapolis market weekly by Eastern roads. The complainants claim that the order is discriminatory.

On March 24 a hearing is to be given by a representative of the Interstate Commerce Commission at St. Joseph, Mo., in the case involving the proposed increase in rates on hay, straw and other commodities between St. Joseph and other Missouri River markets and points in Western and Southern territory.

The Interstate Commerce Commission in its decision in Docket 8462 awarded the Armour Grain Company with \$8,072.76 to be paid by the Michigan Central Railroad. This sum is due the grain company because of unlawful charges collected by road in connection with the transportation of 128 cars of corn from Chicago to Eastern points stored in transit at Buffalo.

The proposals of the Chicago & Alton, the Rock Island, the Missouri Pacific and other Middle West trunk lines to cancel joint proportional rates on wheat and corn from Kansas City, Mo., and other Missouri River crossings to Highland, Lebanon and O'Fallon and other Illinois milling points have been suspended by the Interstate Commerce Commission until June 15.

Grain Bin.—Albert N. Eaton, Omaha, Neb. Filed August 7, 1916. No. 1,217,424. See cut.

Claim: The combination with the wall of a grain bin having a doorway and provided with a frame having an upright angular part projecting inwardly of the doorway, of an upright fender provided with a frame having an outwardly projecting angular flange and provided with a port at its bottom, said fender



being adapted to be moved on the bottom of the bin for making a closure of a part of the doorway, the flange of its hood being disposed in the vertical plane of the inwardly projecting upright, angular part of said doorway, its port communicating with the doorway and said bin.

A BUSY FORT WILLIAM ELEVATOR

The elevator shown in the accompanying illustration is the home of Parrish & Heinbecker, Ltd., at Fort William, Ont., built about three years ago, by the Canadian Stewart Company of Montreal and Chicago. It is thoroughly modern in every respect, being equipped with separators, scourer and drier.



PLANT OF SUPERIOR ELEVATOR COMPANY, FORT WILLIAM, ONT.

and is operated under the name of the Superior Elevator Company, although owned by Parrish & Heinbecker, Ltd.

It was erected primarily as a working house and at the present time has a storage capacity of 100,000 bushels. Ample provision has been made, however, for additional storage space and during the coming summer it is proposed to add concrete cylindrical bins which will increase the total capacity to 250,000 bushels. The elevator as now arranged has an elevating and clearing capacity of 20 carloads of grain per day and a sacking capacity of 5 carloads per day. It is located on the Canadian Pacific Railway. All the machinery for elevating, conveying and cleaning is operated by electricity.

done to the hay warehouse of T. H. Brooks by fire, the origin of which is not known.

St. Louis, Mo.—The stock and fixtures of the St. Louis Seed Company was damaged by fire recently. Loss amounted to \$100,000.

Beardstown, Ill.—Schultz & Baujan lost their elevator and mill by fire with total loss of \$300,000. About 100,000 bushels of grain were consumed.

Joliet, Ill.—The Elwood Farmers' Grain Company near Joliet was burned together with 30,000 bushels of corn and oats. Loss amounted to \$50,000.

Grand Forks, N. D.—J. D. Bacon's seed grain elevator burned on February 20. The origin of the fire is not known. The fire caused loss of ap-

proximately \$15,000 some of which is covered by insurance. The plant has a capacity of 35,000 bushels.

Winnebago, Neb.—Slight damages were done to the Holmquist Elevator by fire.

Pittsburgh, Pa.—James Beech & Sons' warehouse here burned at a loss of \$4,000.

Chewelah, Wash.—The feed and flour store of A. F. Timm was damaged slightly by fire.

Haley, Tenn.—Spires & Roberts' warehouse here was damaged by fire to the extent of \$3,000.

Clarion, Pa.—Thomas Perry & Co., lost their grain store by fire. Damages amounted to \$3,500.

Omaha, Neb.—Slight damage was done to the Merriam-Millard Elevator by fire on February 9.

Keystone (r. d. Cokato), Minn.—The feed and flour stock owned by John A. Boland was destroyed by fire.

Fresno, Cal.—The grain warehouse and barley mill of J. B. Hill burned with loss amounting to \$12,000.

Angola, Ind.—The plant of the Bullock Feed & Grain Company owned by Ezra L. Dodge was destroyed by fire.

Fall River, Mass.—John Enwright & Son's hay and grain plant here was damaged by fire to the extent of \$5,000.

Watson, Sask.—Fire destroyed the office and engine house of the British America Elevator Company located here.

Atlanta, Ga.—Damages amounting to \$10,000 were

proximately \$15,000 some of which is covered by insurance. The plant has a capacity of 35,000 bushels.

Urbana, Ohio.—Attempts were made by an incendiary to burn the Blose Elevator located here. The fire was discovered before any damage was done.

Oswego, N. Y.—Fire damaged the Fleischmann Malthouse located here to the extent of \$10,000. Plant was owned by the David Stevenson Brewing Company of New York.

Huron (r. f. d. Mediapolis), Iowa.—The Davenport Elevator Company's plant here was consumed by fire. About 1,000 bushels of corn were also destroyed. Total loss amounted to \$5,000.

Scranton, Iowa.—Together with 10,000 bushels corn, the farmers' elevator located at this point was destroyed by fire on February 22. The loss amounted to \$25,000.

Los Angeles, Cal.—The feed warehouse and planning mill owned by Nicholas & Loomis were totally destroyed by fire. It is believed that the fire was of incendiary origin.

Maple Grove, Ohio.—The farmers' elevator located at this place burned with a loss of about \$15,000. The fire started in the engine room from an unknown cause.

Randolph, Minn.—The elevator was destroyed by fire together with about 15,000 bushels grain. Loss on grain and building estimated at \$30,000, fully covered by insurance.

Mason Siding, near Billings, Mont.—On February 19, the Farmers' Elevator located here was destroyed by fire of unknown origin. The loss is estimated at about \$15,000.

Urich, Mo.—The elevator located here which was formerly owned by the Farmers' Elevator Company, but now owned by Chas. Caldwell, was slightly damaged by fire.

Louisville, Ky.—The Kentucky Public Elevator Company lost its elevators by fire on February 25. The loss amounted to more than \$1,000,000. About 500,000 bushels of wheat, corn, rye and oats were destroyed.

Goodell, Iowa.—On the afternoon of February 21, the elevator plant was burned. About 6,000 bushels corn and 4,000 bushels oats were destroyed. It is thought that an overheated gasoline engine was the cause of the fire.

Forbes, N. D.—Fire destroyed the Farmers' Elevator located here. The fire, it is thought, started in the driveway near the scale. Considerable amount of wheat, flax, rye and other grain was destroyed by the flames; insurance amounting to \$11,000 was carried on the grain and \$4,500 on the elevator building.

Winnipeg, Man.—The terminal elevator of the Northern Elevator Company was destroyed on March 9 by fire with loss over \$200,000. The loss on building was \$100,000 with \$70,000 insurance; loss on the grain contained was fully covered by insurance. An overheated bearing in the machinery on the top floor was cause of the fire, it is thought.

Detroit, Mich.—On March 9 the Detroit Railroad Elevator located at this place was destroyed together with its contents. It is estimated that about 300,000 bushels of grain, owned by the Commercial Milling Company, Caughey-Jossman Company and the Swift Grain Company, were consumed by the flames. The fire started in the top floor of the plant from unknown causes. Loss amounted to about \$750,000; the plant was insured for \$87,750; loss on grain was covered by the insurance carried.

BEANS IN BRAZIL

Brazil has been a large user of American flour and Argentine wheat in the past, the export tax on Argentine flour being a severe handicap to the millers of that country in competition with our own, although they have ample capacity to supply the Brazilian demand. But if a recent report from Brazil is to be given credence, the mulatinho bean is likely to cut into the consumption of wheat to a marked degree.

The bean is eaten alone or is cooked with corn and rice, this mixture being very popular with the natives. Two crops a year can be raised, and as the protein and fat contents are high, 14.16 and 34.52 per cent respectively, it goes a long way in supplying a whole ration.

The lowly bean, of all varieties, has become a veritable aristocrat among foods, for its value in war time was established in our Civil War and has never been disputed.

ELEVATOR AND
GRAIN NEWS

SOUTHERN AND SOUTHWESTERN

C. A. Lower will build a new elevator at Dill, Okla.

The Rapier Elevator at Owensboro, Ky., has been completed.

The farmers' elevator located at Kremlin, Okla., has been overhauled.

Farmers around Binger, Okla., will build a new elevator there, it is said.

The Orient Elevator at Arline, Okla., has been bought by M. Mansfield from J. N. Grinn.

New storage room is being built at Cashion, Okla., for S. W. Hogan Grain Company near its elevator.

The Abernathy Coal & Grain Company located at Abernathy, Texas, will erect a new grain elevator there.

The Spencer-Taylor Grain Company of Van Alstyne, Texas, is succeeded by the Taylor Grain Company.

Capitalized with stock aggregating \$25,000, the Farmers' Grain and Elevator Company was organized at Minco, Okla.

An addition is to be built to the elevator of the Arkadelphia Milling Company of Arkadelphia, Ark., costing about \$6,000.

A branch of the grain, grocery and produce firm, C. J. Horner of Hot Springs, Ark., is to be established at Malvern, Ark.

Concrete storage tanks of 200,000 bushels' capacity is to be built at El Reno, Okla., for the El Reno Mill and Elevator Company.

The Morten Milling Company of Dallas, Texas, has completed the erection of four reinforced concrete grain storage tanks.

The Cozart Grain Company of Oklahoma City, Okla., has contracted for the erection of seven new elevators in southern Texas.

The Ralston Food Company of Fort Worth, Texas, has made plans for the construction of a new elevator and mill at that place.

The Thomas Milling Company has disposed of its elevator located at Hammon, Okla., to the Wilbur, Milton, Berger Grain Company.

The elevator and coal bins of W. E. Stocker at Miami, Texas, was sold to Red Deer Grain Company. Possession to be given on May 1.

The Folk Bros. Company will be engaged in the grain and milling business at Chester, W. Va. Capital stock of the concern is \$6,000.

The interest of J. T. Williams in the Roach Grain & Elevator Company at Frisco, Texas, has been disposed of by him to E. D. Roach.

The Co-operative Exchange was organized recently at Laverne, Okla., and has made plans to either build or buy an elevator there.

A large grain elevator is to be erected at Bogalusa, La., for A. N. Dobbs and associates. The building and equipment will cost \$16,000.

Work has almost been completed on the new warehouse at Jennings (r. f. d. Paris), Texas, for the Krielow Grain & Mercantile Company.

Additional storage capacity of 50,000 bushels is to be provided for the mill at Cherokee, Okla., owned by the Kansas Flour Mills Company.

The Dock Board of New Orleans, La., is said to have made plans for increasing the capacity of its plant to 2,500,000 bushels in the near future.

Plans are under consideration by J. W. S. Bower of Broken Arrow for the erection of a grain elevator of 50,000 bushels' capacity at Muskogee, Okla.

The light plant at Norman, Okla., formerly owned by the Norman Mill & Grain Company, has been purchased by the Oklahoma Gas & Electric Company.

The Miltenberger Grain Company located at Clinton, Okla., has purchased grain elevators located at Butler and Cheyenne. The company is composed of H. L. Quiett and C. R. Strong.

Operations have been resumed in the plant of the Franklin Elevator & Warehouse Company at Franklin, Ky. F. Ditbenner, C. H. Caudill and R. P. Hite are interested in the company.

A petition for a state charter has been filed for the Cochran Exchange Company of Cochran, Ga. The company will engage in a grain, hay and feed-stuffs business. Capital stock amounts to \$1,500.

J. E. Cook, C. N. Taylor and M. W. Taylor are interested.

Articles of incorporation have been filed for the Farmers' Grain Company of Pondcreek, Okla. Capital stock amounts to \$20,000. H. J. Leforce, W. Jenkinson and R. T. Depue are interested.

Nine concrete storage tanks have been recently added to the plant of the Oklahoma City Mill & Elevator Company of Oklahoma City, Okla. The total storage capacity of the mill is now 500,000 bushels.

Capitalized with stock aggregating \$6,000, the Goose Creek Grain Company was organized at Goose Creek, Texas. J. E. Josey and R. C. Miller of Beaumont and M. Bennett of Houston are interested.

The contract has been let by the Gladney Milling Company of Sherman, Texas, for the construction of a grain elevator of 150,000 bushels' capacity. The elevator will cost between \$30,000 and \$40,000 and will increase the total capacity of the mill to 300,000 bushels.

Capitalized with stock amounting to \$6,000, the Merchants' Grain Company was organized at Yoakum, Texas. The company will conduct a grain and general feed business. A warehouse, 30x150 feet, is to be constructed by the new concern. J. Lyons is president; E. C. Koerth, vice-president; W. T. Brian, treasurer; O. M. Saunders, secretary and manager of the concern.

OHIO AND MICHIGAN

The elevator located at Unionville Center, Ohio, was recently purchased by H. Hall of Plain City, Ohio.

The elevator located at Delphos, Ohio, owned by the Nolte Bros., has been disposed of by them to Allinger & Leilich.

Farmers in the vicinity of Sherwood, Ohio, are interested in the organization of a co-operative elevator company there.

Attempts are being made to interest the farmers in the vicinity of Alvada, Ohio, in the establishment of a grain elevator at that place.

Two additional bins and a manlift are to be built to the plant of the Farmers' Elevator Grain and Supply Company of New Bavaria, Ohio.

Albert H. Buehrle Company will operate as the Buehrle-Owen Company at Youngstown, Ohio. A new warehouse is under course of construction for the company.

The Galion Equity Union of Galion, Ohio, has purchased the Weaver Elevator located there. The Union was recently formed by farmers in that territory.

A co-operative elevator is to be built at Helena, Ohio, by a company which is to be capitalized with stock amounting to \$20,000. Fremont, Ohio, capital is interested.

The Waterville Farmers' Elevator Company was recently organized at Waterville, Ohio, capitalized with stock amounting to \$20,000. W. L. Haskins and others are interested.

Operations in the plant of the Pemberville Elevator Company at Pemberville, Ohio, will be started about April 1. All machinery will be equipped with individual electric motors.

A new elevator of 17,000 bushels' capacity is to be installed at Vermontville, Mich., on the site of the old S. A. Fuller lumber mill. The plant will be equipped with modern machinery.

A receiver has been appointed for the J. C. Neely Company, dealers in grain and building supplies at Canton, Ohio. The liabilities of the concern are placed at \$80,000; assets at \$75,000.

On March 1, the Shaw-Turner Company of Lancaster, Ohio, opened up its elevator business in the Butler-Peters building which it purchased recently. The company will handle grain, seeds, hay and feed.

The interest of J. C. Paul in the Botkins Grain Company of Sidney, Ohio, has been purchased by Clarence and Roy Hemmert. Several improvements are to be made on the plant, including the building of a storeroom.

A. L. Youse, H. D. Boynton, J. A. Faber, J. H. Ellis, O. G. Delenbaugh are interested in the Pulaski Farmers' Grain Elevator Company of Pulaski (r. f. d. Bryan), Ohio. The capital stock of the company is \$10,000.

It is probable that the Canton Feed and Milling Company who lost their grain elevator at Maximo, Ohio, by fire will erect an elevator of 20,000 bushels' capacity. Plans have been prepared and if a site can be secured, construction work will start in the near future.

The People's Elevator at Antwerp, Ohio, has been purchased by the Antwerp Equity Exchange Company. The officers of the new organization are: President, N. Harrmann; vice-president, E. Wetli; secretary, G. Mattingly.

The Square Deal Co-operative Elevator Company was organized at Charlotte, Mich., capitalized with stock of \$50,000. The officers of the concern are: President, Fred Tirrell; vice-president, Fred Curtiss; secretary-treasurer, C. H. Kiplinger.

A state charter has been filed for the Ypsilanti Grain & Elevator Company of Ypsilanti, Mich. The company is capitalized with stock of \$15,000 and will conduct grain and other elevators. Geo. A. and C. G. Amendt and George Zeisler are interested.

ILLINOIS

The Farmers' Elevator Company's new elevator at Kewanee, Ill., has been completed.

The Farmers' Grain Company has leased its No. 1 Elevator at Roberts, Ill., to Chas. Bresse.

J. A. McCreery & Sons will build a new 15,000-bushel elevator at Barr (r. f. d. Palmyra), Ill.

The Witt Elevator Company located at Witt, Ill., has been dissolved as an operative concern.

The Johnson Elevator Company of Morrisonville, Ill., will erect a reinforced concrete elevator.

A new feed mill is to be installed by the Farmers' Elevator Company in connection with its elevator at Tampico, Ill.

The lease on the ground held and occupied by the Neola Elevator at Savanna, Ill., has been extended for 5 years.

The Farmers' Elevator Company was organized recently at Itasca, Ill. H. C. Hoffman's building is to be used as an elevator.

A new concrete engine house is to be erected to the plant of the Agnew Farmers' Elevator Company at Agnew (Galt p. o.), Ill.

Wm. Wheeler's elevator at Melvin, Ill., has been purchased by the Farmers' Elevator Company which was recently organized there.

The charter of the Crossville Grain Company of Crossville, Ill., has been amended, increasing the capital stock from \$2,500 to \$7,000.

The Rantoul Grain Company was organized at Rantoul, Ill., capitalized with stock amounting to \$10,000. J. R. McCabe is interested.

Farmers in the vicinity of Sterling, Ill., are interested in the organization of a farmers' company to build a co-operative elevator there.

The Chicago, Burlington & Quincy Railroad has purchased a site of land at South Chicago, Ill., on which it will build a terminal elevator.

Mrs. John Gunn & Son's elevator at Loraine, Ill., has been sold to Chas. Lawless, G. Cook and Ed. Lohr. Possession was given on March 1.

The Farmers' Elevator Company of Kasbeer, Ill., contemplates building additional storage to its plant.

An addition is being built to the elevator of W. A. Webb at Weldon, Ill. The plant is to be used to store oats.

A warehouse is to be built by the Woodhull Grain Elevator Company of Woodhull, Ill., in connection with its elevator plant.

The Farmers' Grain Company of Henning, Ill., contemplates erecting a grain elevator of concrete construction this season.

Efforts are being made to interest the farmers around Round Grove, Ill., in the establishment of a co-operative grain elevator there.

O. C. Baker of Ashton, Ill., has erected a grain elevator of 10,000 bushels' capacity at Middlebury, no p. o., on the Lee Center Erie Railroad.

The Coleta Grain & Lumber Company of Coleta, Ill., has changed its name to the Milledgeville Farmers' Elevator Company. The company has increased its capital stock from \$5,000 to \$10,000.

Capitalized with stock amounting to \$112,500, the American Grain Company was organized at Springfield, Ill., by F. W. Parkinson, H. S. Dickerman and

THE AMERICAN ELEVATOR AND GRAIN TRADE

March 15, 1917.

C. F. Buck, Jr. The company will handle and store grain and other products.

E. C. Davis will remodel his 13,000-bushel elevator, which he recently purchased from John Sipp, located at Bourbon, Ill., into a modern 60,000-bushel plant.

V. Thomas, W. H. McCormick and B. Springer have incorporated the Mindale Grain Company of Mindale (Minier p. o.), Ill. Capital stock amounts to \$3,500.

A new scale has been installed in the east elevator of the Hallsville Elevator Company located at Hallsville, Ill. The company will make several improvements on its other plant this spring.

The Wabash Railroad Company is considering the subject of remodeling its old elevator near Thirty-Fifth Street, Chicago. This elevator has been operated for many years by E. R. Bacon of Chicago.

J. I. Thompson, A. M. Miller, J. H. Joseph, M. F. Dickerson and L. Baum have formed the Sidell Farmers' Elevator Company of Sidell, Ill. The capital stock of the elevator concern amounts to \$35,000.

Incorporation papers have been filed for the Farmers' Grain Company of Chestnut, Ill. George F. Dittus, Martin Grathwold, and V. Hetzler are named as organizers. The capital stock of the concern amounts to \$20,000.

Incorporation papers have been filed for the Macomb Grain, Fuel & Supply Company of Macomb, Ill., capitalized with stock of \$15,000. The organizers of the company were: W. A. Binnie, B. W. Taylor, Daniel Crawford, T. R. Allison, John V. Wiley, Wm. C. Patterson and A. M. Stickle.

A new concrete elevator is to be constructed in the near future at Orleans, Ill., for the Orleans Co-operative Company. The new plant will be located just north of the site of the farmer elevator, which burned down. The plant, as planned, will be of 20,000 bushels' capacity, costing approximately \$8,000.

The Farmers' Grain Company located at Taylorville, Ill., has not been feasted by the car shortage. It leased a couple of stock cars from a Chicago firm and fitted them up as grain cars. The cars are kept busy hauling corn from the elevator at Taylorville to the American Hominy Company and a starch factory at Decatur.

MINNESOTA AND WISCONSIN

The Red Wing Elevator at Granite Falls, Minn., has been closed down temporarily.

Reports state that the elevator and lumber yard at Hawick, Minn., has been sold to a new firm.

Efforts are being made to have a farmers' co-operative elevator established at Perham, Minn.

A new elevator and 100-barrel mill has been built at Antigo, Wis., by the Hirt Bros. of Deerbrook.

The Chas. Berth Elevator at Oconto, Wis., has been purchased by the Northern Potato Company.

Improvements, costing about \$300,000, are being made on the Great Northern Elevator System of Superior, Wis.

A line of farm implements and machinery has been added by the Gallagher Grain Company of New Richmond, Wis.

The Equity Warehouse Company of Mankato, Minn., has decided to build a new warehouse there in the near future.

The elevator of the Farmers' Elevator Company of Augusta (r. d. from Cologne), Minn., has been equipped with a corn crusher.

The Farmers' Grain & Lumber Company was recently organized at Glyndon, Minn., by A. J. Fitzsimmons, O. J. Groves and others.

B. Hunt has disposed of his elevator located at Arlington, Minn., and operated as the Independent Elevator, to Carl Doerr of Hartford, S. D.

Paul W. Giese and Edwin Twedt have taken over the elevator located at Burchard (p. o. Balaton), Minn., from the Western Elevator Company.

The Westbury Hardware & Lumber Company at Westbury, Becker County, Minn., has been taken over by the Farmers' Grain & Trading Company.

The Farmers' Co-operative Elevator Company at Eldred, Minn., has been organized recently. Probably the concern will purchase an elevator located there.

Lewis & Thomas, who conduct a grain warehouse at Dodgeville, Wis., have dissolved. The interest of Benj. G. Thomas has been purchased by D. D. Lewis.

Reports state that the Duvall Grain Company of Luxembourg, Wis., contemplates the purchase of the grain elevators located at Forestville and Maplewood, Wis.

Incorporation papers have been filed for the Humphrey Elevator Company of Faribault, Rice County, Minn. The incorporators of the concern are: E. G. Nutting, W. M. Nutting and I. M. Nut-

ting. The company is capitalized with stock amounting to \$25,000.

The Cereal Grading Company has closed down its elevator "L" near Lake Calhoun, on the Minneapolis & St. Paul Railroad, Minn., because of the shortage of cars.

The elevator of the Park Rapids Fuel & Supply Company at Dorset, Minn., has been sold to N. Quale. The new proprietor will build a new addition to the plant.

Smith, Parry & Co., of Milwaukee, Wis., plans to increase their present elevator capacity of 100,000 bushels by building 12 30,000-bushel concrete tanks and 150 feet of warehouse.

The elevator owned by the Milwaukee Elevator Company located at Marshall, Wis., has been purchased by Dewey Hales of Milwaukee and James K. Johnson. The plant has a capacity of 14,000 bushels.

The elevator of the Manitowoc Malting Company of Allenton, Wis., has been purchased by Henry Menger. For three years, Mr. Menger was manager of the elevator and lumber yard of the Farmer's Mercantile Company.

The grain elevator and malt house owned by Konrad Bros. & Werner located at Hartford, Wis., has been sold to John Grimm and Albert Schroeder for \$8,300 at public auction. The new proprietors are undecided what disposal they will make of the property.

C. C. Chambers & Co., of St. Paul, Minn., has filed articles of incorporation. The company will build, it is planned, a new 100,000-bushel grain elevator before this fall. C. C. Chambers, who is to be president, C. A. Serum, J. F. O'Meara, R. T. Hart and M. J. Loague are named as incorporators. The new plant will be modern in every respect.

Farmers in the vicinity of Brownton, Minn., have formed the Farmers' Co-operative Elevator Company. They will either build or buy an elevator there. The capital stock of the concern amounts to \$50,000. Henry Streich, O. Schatz, H. A. Braun, Fred. Knick, A. Streich, A. S. Holmes, James Pikal, R. J. Zeidler and W. C. Hochsprung are interested.

THE DAKOTAS

An elevator is to be built at Burbank, S. D., by the King Elevator Company of that place.

Fred Fetch contemplates building a new grain elevator at Black Hawk, S. D.

Farmers around Deslacs, N. D., are interested in the organization of a company to build and conduct a co-operative elevator at Deslacs.

A farmers' company is to be organized at Cathay, N. D., for the purpose of conducting a co-operative grain business there.

Plans are under consideration for the erection of a grain elevator and warehouse at Dawson, N. D., this summer.

The interest of Levi Anderson in the Victor Elevator Company at Effington, S. D., has been sold to D. L. Nicol.

The Port Emma Elevator at Guelph, N. D., has been closed and the agent of the plant transferred to Appleton, Minn.

A large potato storage plant is to be built at Dickinson, N. D., for the Farmers' Co-operative Union Elevator Company.

It is probable that the Farmers' Elevator Company of Watford, N. D., will consolidate into the Co-operative Supply Company.

The Farmers' Equity Elevator of Werner, Halliday p. o., N. D., has installed an electric light plant in connection with its elevator.

Work has been completed on the new 30,000-bushel elevator of the Farmers' Co-operative Elevator Company at Wabek (Plaza p. o.), N. D.

The Equity Elevator Company of Fullerton, N. D., have agreed to handle posts and binding twine. The company will sell its old office and engine.

The Farmers' Co-operative Elevator Company of Forman, N. D., are attempting to raise money for the construction of a new elevator there.

H. J. Young, W. McElwain and others have incorporated the Farmers' Elevator Company of Douglas, N. D. Capital stock amounts to \$18,000.

On March 15, the stockholders of the Hatton Farmers' Elevator Company of Hatton, Traill County, N. D., will hold a meeting for the purpose of dissolving the corporation.

Farmers in the neighborhood of New Salem, N. D., are interested in the organization of a new co-operative elevator company. If the company is organized a co-operative elevator will be built.

Incorporation papers have been filed for the Farmers' Co-operative Elevator Company of Agate, N. D. M. S. Wibe, Owen Solbert, T. S. Hookland, J. T. Brannon, Otto Simonson, Fred H. Bonn and O. K. Solberg are interested in the organization.

The Farmers' Elevator Company of Taylor, N. D., has decided to build another elevator of same ca-

pacity as its present plant. The new plant will cost about \$10,000 and have a capacity of 50,000 bushels.

MISSOURI, KANSAS AND NEBRASKA

The farmers' elevator at Osceola, Neb., is nearing completion.

Walter Dellinger will conduct a grain business at Sitka, Kan.

Rumors state that a new elevator is to be built at Monrovia, Kan.

E. G. Taylor contemplates building a new elevator at Murphy, Neb.

A 25,000-bushel elevator is to be built for the Farmers' Elevator Company of Leigh, Neb.

The Maust Elevator at Verdon, Neb., has been leased by Fred W. Heineman.

A new elevator is to be built at Brownspur, Kingman County, Kan., for J. Bray.

A farmers company is being organized at Moorefield, Neb., to build and operate an elevator.

The Thomas Prince Elevator located at Winside, Neb., has been purchased by L. S. Needham.

A new office is being built to the plant of the Farmers' Elevator Company at Herndon, Kan.

The Farmers' Union of Gerard (p. o. Hanover), Kan., will start erecting a new grain elevator there.

M. E. Gaily has purchased the grain elevator and business of J. W. Hawkins located at Franklin, Neb.

A new oil engine has been installed in the elevator of the Upp Grain Company located at Fowler, Kan.

A grain elevator is to be constructed at Grove-land, Kan., for the Colburn Bros. of McPherson, Kan.

The Farmers' Elevator Company of Aurora, Kan., will build a new elevator of about 20,000 bushels' capacity.

The elevator owned by C. A. Butler at Franklin, Neb., has been sold by him to O. O. Thomas of Danbury.

The Central Granaries Company has installed coal sheds in connection with its Bellwood, Neb., elevator.

A 10,000-bushel elevator is to be constructed at Oakland, Kan., for the Farmers' Equity Elevator Company.

The Seldomridge Elevator located at Bertrand, Neb., has been overhauled and storage capacity increased.

G. Olson has purchased the elevator of Boyd Lusk at Pilot Grove, Mo., and will start operations on May 1.

The Newton Milling & Elevator Company of Newton, Kan., has purchased the elevator at Drummond, no p. o., Kan.

The Farmers' Elevator Company was organized recently at Leeton, Mo. The concern will build a new elevator there.

Farmers around Calhoun, Mo., are contemplating building a new elevator there and organizing a new co-operative company.

The Union Grain Company of Rozel, Kan., will construct its new elevator storage of steel, instead of concrete, it is reported.

The Burlington Railroad contemplates building a new grain elevator of 2,000,000-bushels' capacity at Gibson, mail Omaha, Neb.

A concrete storage addition is to be built for the Hadley Milling Company at Olathe, Kan. The capacity will be 75,000 bushels.

Arrangements have been made by the Howell Milling Company of Howell, Neb., for the erection of a 20,000-bushel elevator there.

The Latta Grain Company has purchased the grain business at Tekamah, Neb., which was formerly conducted by Henry Roberts.

The Omaha Elevator Company's plant at Glenwood (mail Palmer), Neb., has been purchased by the Farmers' Grain & Livestock Company.

An electric motor has been installed in the elevator of the Central Granaries Company located at Exeter, Neb., replacing the gasoline engine.

A new grain elevator of from 50,000 to 100,000 bushels' capacity is to be built at Ravenna, Neb., by A. R. Kinney, president of the Ravenna Mills.

J. H. Kracke Milling Company of Clinton, Mo., has changed its name to the Keyes Mill & Elevator Company. The concern conducts an elevator at Clinton.

The elevator at Burrton, Kan., which was owned by the Ball Manufacturing Company has been taken over by the Halstead Milling & Elevator Company of Halstead.

The proprietors of the Weeping Water Mill & Elevator located at Weeping Water, Neb., which burned to the ground not long ago, have made plans for rebuilding.

The mill located at Petersburg, Neb., has been purchased by the Torpin Grain Company of Oak-

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dale, Neb., and will be operated in connection with the elevator at Oakdale.

The Farmers' Grain & Livestock Company's property at Wynot, Neb., has been purchased by the Wynot Grain & Livestock Company, which was recently organized at that place.

The Anselmo Farmers' Elevator Company was organized recently at Anselmo, Neb. The company has purchased the elevator and stock business of Jacquot & Son. The price paid for plant was \$6,500.

The Farmers' Equity Elevator Company was formed at Kingman, Kan., and has made arrangements for building a new elevator on the site of the Oakland house. The capacity will be 10,000 bushels.

The Farmers' Grain & Supply Company of Boelus, Neb., has been incorporated, capitalized with stock amounting to \$20,000. N. C. Nielson, Fred Teichmeier, W. H. Lemeburg and W. F. McDonald are interested.

The Kemper Mill & Elevator Company of Kansas City, Mo., has been reorganized. W. T. Kemper is president; R. C. Kemper and L. P. Nellis, vice-presidents; C. H. Cotton, secretary; E. A. Witter in charge of feed department.

The old Dixon Elevator site at Junction City, Kan., has been purchased by the Geary County Farmers' Union Co-operative Exchange. The location will be improved with the erection of a new \$10,000 concrete grain elevator.

The elevator and mill located at Turon, Kan., has been turned over to the Farmers' National Bank of Hutchinson, Kan., after the bank had lost \$30,000 by accepting as security bogus bills of lading. Three members of the milling concern, R. B. Miller and his two sons, are under arrest for forgery.

The Kansas Flour Mills Company of Kansas City, Mo., has made plans for the erection of a storage plant of 400,000 bushels' capacity in connection with its mill at Enterprise, Kan. The plant will be similar to the one which was built at Great Bend, Kan. The contract has been let to the Macdonald Engineering Company.

IOWA

Probably a farmers' elevator will be built at Turin, Iowa.

A new grain elevator is to be constructed at Ira, Iowa, this spring.

Work has been completed on Haning & Goy's elevator at Anderson, Iowa.

The Farmers' Elevator at Sherwood, Iowa, is to be remodeled this spring.

The old Minnesota & Westner Elevator located at Merrill, Iowa, is being torn down.

A new office is to be put up for the Farmers' Elevator Company of Winfield, Iowa.

A farmers' elevator company is being organized at Plainfield, Iowa, by farmers in that vicinity.

A grain and hay buying station has been established at Centerville, Iowa, by J. Rosenbaum & Son.

The Coin Lumber and Grain Company of Coin, Iowa, has made several amendments to its charter.

Half interest in the elevator of A. Hakes at Manson, Iowa, has been purchased by A. M. Nelson.

The plant of the Farmers' Elevator Company at Jewell, Iowa, has been equipped with an electric motor.

A new elevator of 31,000 bushels' capacity will be constructed at Spencer, Iowa, by Burk & Stephenson.

A. L. Burnham's elevator at Lorah, Iowa, has been taken over by Nelson & McCaustland of Atlantic.

Farmers of Ogden, Iowa, are interested in the organization of a farmers' co-operative elevator company.

The grain and lumber business of W. G. Bair at Malcom, Iowa, has been traded by him to H. C. Heishman.

Work has been started on the construction of a new elevator for Grieg & Stockdale at Grundy Center, Iowa.

An electric motor has been installed by the Archer Co-operative Grain Company in its plant at Archer, Iowa.

Farmers in the neighborhood of Spirit Lake, Iowa, contemplate organizing a new farmers' co-operative elevator there.

J. J. Carrothers has traded his elevator and ice business at Fayette, Iowa, to the J. C. Engleman Land Company.

I. Knudson has sold his elevator and grain business located at Akron, Iowa, to his son, Irving Knudson and V. G. Adams.

Dunklebarger & Newton now conduct the grain, coal, etc., business at Nevada, Iowa, formerly operated by Dunklebarger & Son.

A new concrete grain elevator is to be built in the near future by the firm Stockdale & Maack at Os-

good, mail Emmetsburg, Iowa. The plant will consist of five tanks, each 14 feet in diameter. The capacity of the new structure will be 55,000 bushels.

A farmers' co-operative elevator company is to be organized at Wapello, Iowa, by farmers in that neighborhood, it is reported.

The elevator located at Holland, Iowa, has been purchased by J. Neessen from the Merchants' Elevator Company of Minneapolis.

The Farmers Incorporated Co-operative Society of an elevator there this season.

The Albert & Anderson Elevator located at Milford, Iowa, has been purchased by Wilbur Moreland. Possession was given on March 1.

Interest of J. A. Sprague in Sprague & Weber, grain, flour, produce and coal dealers, at Columbus Junction, Iowa, has been disposed of to J. H. Huston.

A co-operative elevator organization is being formed in Arcadia, Iowa, by farmers in that territory for the purpose of conducting a grain business.

Construction work has been practically completed on the new 31,000-bushel elevator of Burke & Stephenson at Story City, Iowa. The plant is of cribbed construction and is equipped with office and automatic dump scales.

WESTERN

An elevator is to be built at Arriba, Colo., by Stinson & Co.

A new 150,000-bushel elevator is to be erected at Dufur, Ore., this year.

The McCaull-Webster Elevator at Geraldine, Mont., is to be rebuilt.

The Farmers' Union of Pomeroy, Wash., will build a new elevator at that place.

A grain elevator and cleaning plant is to be built at Echo, Ore., by the people of that vicinity.

The wheat cleaning plant of H. W. Collins at Pendleton, Ore., is to be closed down after March 15.

G. W. Ginter and others of Steamboat Springs, Colo., are interested in the building of an elevator there.

A grain warehouse is to be constructed by the Jerome Milling & Elevator Company of Jerome, Idaho.

A new grain warehouse is being built at Porterville, Cal., for M. J. Goodhart. Capacity of plant 15,000 bags.

A new elevator is to be built at Coombs Flat, Park City p. o., Mont., by the Farmers' Co-operative Elevator Company.

A 50,000-bushel elevator and a 500-barrel mill is to be built at Shelley, Idaho, for the Shelley Mercantile Company.

The Farmers' Warehouse & Elevator Company of Midvale, Idaho, has made arrangements to rebuild its elevator there.

Operations have been started in the new elevator and mill of the Brandon Mill & Elevator Company of Brandon, Colo.

The Farmers' Elevator at Choteau, Mont., has been sold to K. G. McLean. The elevator was built about three years ago.

A 30x100 foot addition is to be built to the grain warehouse of James Stanfill at Ipowa Station (Silcott p. o.), Wash.

Farmers in the vicinity of Espanola, Wash., are interested in the erection of a co-operative grain elevator company there.

Construction work is to be started in the near future on the elevator of the Judith Milling Company of Hobson, Mont.

The farmers' Equity Society of Shelby, Mont., have made plans for the construction of a modern grain elevator at Shelby, Mont.

J. H. Prodger and R. P. Reckards have taken over the Farmers' Elevator at Fife, Mont. The elevator has a capacity of 30,000 bushels.

Farmers in the neighborhood of Heppner, Ore., are interested in the construction of a grain elevator of 100,000 bushels' capacity.

Plans are under way by the Farmers' Union of Grangeville, Idaho, for the erection of a grain elevator and flour mill there this summer.

The Western Warehouse Company of Weston, Ore., contemplates building two new grain elevators this year of 50,000 bushels' capacity.

Plans are being considered by the Farmers' Elevator Company for the erection of another elevator at Warwick (r. f. d. Centerville), Wash.

Ramey, Stone & Wilkinson have contracted for the erection of a 25,000-bushel elevator at Clovis, N. Mex. The plant will be under the management of Lester Stone, formerly manager and owner of the Clovis Elevator. The company will probably install a flour mill later on.

The Stanwood Grain Company of East Stanwood,

Wash., will install a 20-horsepower motor driven attrition mill and new rolls and oat clipper.

The Stone Front Grain Company of Thermopolis, Wyo., was organized by H. E. Wallace and E. Sneider. Capital stock amounts to \$50,000.

It is probable that the Farmers' Educational & Co-operative Union of Busteed, Mont., will build a co-operative elevator in the new town of Rapelje, Mont.

The G. L. Campbell Company was organized at Portland, Ore., to deal in grain and cereals. The company is capitalized with stock amounting to \$25,000.

An elevator and flour mill is to be constructed at Glendive, Mont., at a cost of \$40,000. Warren Armington and W. W. Clark are interested in the project.

A 50-horsepower steam boiler, belt conveyor, etc., are to be installed in the public elevator plant conducted by the Port of Seattle Commission, at Seattle, Wash.

The Western Lumber & Grain Company of Denton, Mont., has made plans for building an addition to its plant which will make the total capacity 36,000 bushels.

James Stewart & Co. has contract from Gila Valley Milling Company for the construction of its new 75,000-bushel elevator and 150-barrel flour mill at Safford, Ariz.

The Equity Co-operative Association was recently organized at Highwood, Mont. The company has purchased the 35,000-bushel elevator from the State Elevator Company.

Kenneth McRae, L. A. Maurer, J. D. Lemley, John Paulson and John Bergquist have formed the Squaw Canyon Elevator Company of Rosalia, Wash. The company is capitalized at \$10,000.

The Farmers' Warehouse Company of Goldendale, Wash., will build an elevator there with capacity of 125,000 bushels. The concern also increased the capacity of its plant.

M. L. Johnson will take charge of the Milk River Elevator at Harlem, Mont. The firm will operate as Johnson, Reed & Ekegren. Mr. Johnson was formerly manager of the Harlem Milling Company.

Articles of incorporation have been filed for the St. John Elevator Company of St. John, Wash., capitalized at \$25,000. P. L. Nelson, C. E. White, J. R. Mulkey, W. R. Heglar and Harry Terhune are interested.

Co-operative elevator may be erected at Moro, Erskine (no p. o.), Hay Canyon (no p. o.), and De Moss (no p. o.), Ore., in the near future. Farmers throughout that vicinity are interested in the establishment of such plants.

INDIANA

The Farmers' Grain Company of Marion, Ind., has filed articles of dissolution.

A new farmers' elevator company has been recently organized at Servia, Ind.

O. Gandy & Co., have made plans for rebuilding their elevator station at Churubusco, Ind.

N. L. Layer & Son's elevator at Wyatt, Ind., has been purchased by Baumgartner & Haab.

Daniel Kopp has made arrangements and plans for building a storage house at Grand View, Ind.

N. L. Layer & Son have taken over the elevator and feed business of the Wakarusa Milling Company of Wakarusa, Ind.

Cook & Aukerman's elevators located at Redkey and Powers, Ind., have been purchased by the Watson Elevator Company.

The elevator at Greensburg, Ind., now operated under lease by D. M. Blackmore will be taken over on March 15 by Robt. M. McCoy.

The charter of the Mutual Grain Company of Warsaw, Ind., has been changed, increasing the capital stock from \$30,000 to \$40,000.

A new pit and elevator boots are being installed by the Farmers' Elevator Company of Newcastle, Ind. A new feed storage room is also to be built.

O. Gandy & Co., recently purchased from the Arcola Equity Association the elevator located at Arcola, Ind. The new proprietors will rebuild the entire plant.

Half interest in the elevator and mill of J. D. Baumgartner at Milford, Ind., has been sold to Ed. Haab. The firm will be known as the Milford Grain & Milling Company.

The elevator plant of Arthur Haycock and his son, Bruce, located at Sims, Ind., has been purchased by the Co-operative Farmers' Association of that place. Consideration, \$5,000.

The Talbot Grain Company was organized at Talbot, Ind., capitalized with stock amounting to \$10,000. The directors of the concern are: Henry C. Miller, George Foster and J. H. Helmericks.

Officers of the Nickel Grain Company at Valparaiso, Ind., have decided to reward Laura Jung-

Make a Profit Both Ways

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Farmers
Grain



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Feed Dealers and Elevator Men who have followed our advice on this matter have made good profits. You should not be content simply to buy the farmer's surplus grain stocks. Why not show your customers where they will be money ahead by selling their whole grains to you at market prices and buying from you instead

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the treatment must be just right. The stalks must be cut while just at prime, or before; otherwise they grow woody and of no account for food. To separate leaves from stalk after that is too great a job to make game worth the candle. Cut at right time, the sweet-clover hay is, indeed, to be coveted; and with the fact that it grows on the clay and limestone soils where too often one finds simply nothing else, it gives a new field of usefulness to land lying idle till employed as building lots and the like.

Thanks to general unfamiliarity with the food, the hay has, as yet, no market price. Where you find a buyer for it, you must make price with him. The state expert aforesaid, however, has found that the actual food values in this sweet-clover hay make it worth anywhere from \$10 to \$12 per ton, according to the way it's cut and cured—and this where timothy hay can be had at \$14. Either as horse-food or for cattle, thanks to this, it pays and pays tremendously.

The illustration shows a sweet clover field, sprung up by itself, in the heart of Cincinnati, and, again, the method of stacking employed with the plant, on the road connecting Miamitown, Ohio, with Cincinnati.

MAKING THE GREAT LAKES SAFE

BY ELMER M. HILL.

Season after season the little fleet of the United States Lake Survey sails the broad expanse of the five Great Lakes and the thousands of bays and inlets, searching for danger spots that may claim their heavy toll in human life and vessel tonnage. When it is considered that hundreds of millions of bushels of grain are carried from the Middle West to Buffalo and other Eastern lake ports every year via the water route, the importance of keeping an eagle eye on shoal areas and other danger spots cannot be overestimated.

Since 1841 the United States Government has been silently carrying on this work, a herculean fight against the jagged reef and the unseen shoal that menace navigation. Sounding lines have been plunged into black depths of 95,000 square miles of water; and still today there are areas that have not been charted in which passing ships may founder with their valuable cargoes.

Probably no frequented waterways in the world are so hazardous as the Great Lakes. At no time is a steamer on them more than comparatively few hours from shore and periodically fierce storms arise, fully as violent as those on the ocean, which play with the steel ships, battering them helplessly about, threatening to engulf and sweep them ashore. Not a year passes into history without the loss of a few grain carriers in the late fall gales, but this is due to the elements of nature.

More than \$5,000,000 has been spent by the Government since 1841 for the prosecution of the work of charting the lakes. Locked in heavy timbered boxes, protected from fire in immense vaults in the old post office building in Detroit, Mich., are more than 1,300 field charts, dating back to 1818, when a survey of Lake Erie was made by officers of the British Navy. With few exceptions maps are the result of scientific researches of United States engineers and surveyors. These maps represent the work of generations of men who have toiled to make the Great Lakes safe. As a result of these investigations, lighthouses have sprung from barren rocks and the solemn ringing of bells on buoys carries their warnings to passing navigators.

The years that had been spent up to 1880 on making the geodetic or submarine survey of the lakes had witnessed marvelous changes. The flow of population moved westward like a tidal wave and cities sprang seemingly out of the earth and the five inland seas were white with sails of commerce. Schooners soon became obsolete and heavy draught vessels that displaced water to a depth of 20 feet soon had driven the light vessels of 10 and 12 feet draught from the field. Increased movement of grains and other freights via the water route from the golden fields in the West to Eastern markets brought out still larger vessels, with the result that today grain carriers are capable of bringing down more than 600,000 bushels in a single load.

The advent of deeper draught ships meant resurveys on many channels and the expenditure of tens of millions of dollars for the removal of shoals and the creation of deeper passageways. The creation of the Livingstone Channel in the Detroit River to replace the shallow Lime Kiln Crossing is evidence of the growing demand for deeper channels and the Government is keeping pace with the growing demands of commerce. Deeper locks at the Soo was made necessary, with the result that one of the show places of the marine world is at Sault Ste. Marie, where great ships are locked up and down with great rapidity.

Had it not been for the vigilance of the Lake Survey the movement of grains over the lakes with cheap freight rates, as compared with all-rail charges, would never have reached the great volume that is now carried from the upper lakes to Buffalo every season.

FIELD SEEDS

C. D. Graves has opened up a new seed establishment at Danville, Ill.

Thomas & Baxter are conducting a seed and feed business at Petersburg, Tenn.

The Farmers' Exchange of Cordele, Ga., has changed its name to the Dixie Seed Farms.

M. O. Emmons' seed and feed business at Algona, Iowa, has been purchased by Maurice Wolf.

The Manhattan Feed & Seed store at Manhattan, Kan., has been purchased by C. R. Schmedeman.

C. E. Malone has made improvements on his seed store located at Atlantic, Iowa, and increased his stock.

Glen Dawes has opened up a retail seed store at Beloit, Kan., under the name of the Beloit Seed House.

A retail and wholesale mail order seed house has been opened up at Green Bay, Wis., by Wm. E. Lange.

Northrup, King & Co., of Minneapolis, Minn., have recently issued a new seed catalogue, complete in every respect.

A three-day corn show was held recently by the Blue Earth County Seed Growers' Association in Mankato, Minn.

F. C. Knee is traveling representative of the Rush Park Seed House in South Carolina. He is from Independence, Iowa.

Fred Newman is now with the Vaughan's Seed Store's New York branch. He was formerly with J. M. Thornburn & Co.

A new warehouse has been purchased at Kansas City, Mo., by the Missouri Seed Company. The plant contains 100,000 square feet.

Rudolph Darknell is president; R. W. Hays, secretary-treasurer of the Waverly Pea & Seed Growers' Association of Waverly, Wash.

A modern seed store is to be opened up at Suffolk, Va., by Pinner & Co., of that city. The company will carry a full line of farm and garden seeds.

The Payne Ranch near Santa Ana, Cal., has been leased by the Haven Seed Company. The property will be used to take care of the concern's increased business.

The Canyon County Farmers Society of Equity located at Nampa, Idaho, has made arrangements to enlarge its clover seed plant by a 10,000 bushels addition.

Recently 4,200 bags of clover and timothy seed were sold by the Milwaukee Seed Company of Milwaukee, Wis., to W. E. Conklin & Co., of Binghamton, N. Y.

The Commercial Exchange of Philadelphia, Pa., has appointed Clarence A. Neal, president of the Philadelphia Seed Company, as chairman of the Seed Committee.

For the purpose of engaging in the seed business, both wholesale and retail, at Wadsworth, Ohio, the Lester Dutt Company was organized. Lester Dutt is president and manager.

John J. Garland has been taken into partnership in the Holmes-Letherman Seed Company of Canton, Ohio. He was formerly assistant secretary of the Wisconsin Agricultural Experiment Station.

The Southwestern Seed Company of Oklahoma City, Okla., has opened up for business. W. O. Kneek and Geo. Dunwell are the proprietors. The company will deal in retail field and garden seeds.

Free seeds are being distributed by the Polk County Fair Association of Dallas, Ore. A record of all seed given out is kept by the secretary and the results will be shown at the fair this fall.

The contract has been let by the Smith Seed & Feed Company of Danville, Va., for the erection of a new building in which to establish its seed store. The plant will cost between \$15,000 and \$20,000 and be equipped with modern facilities.

A warning to Kentucky farmers has been issued by H. Garman, head of the Division of Entomology and Botany of Kentucky Experiment Station, to be sure that the seed they purchase is sold in compliance with state laws, regulating sale of seed, etc.

During the past year the Seed Laboratory of the University Farm of the state of Minnesota reports having received over 15,000 samples of grain which were tested and reported on. During the year 1915, 10,000 samples were received. The tests are made free and any farmer can have samples of grain tested if they are sent to the Seed Laboratory, University Farm, St. Paul, Minn.

DRASTIC PURE SEED BILL IN TEXAS

By W. D. HORNADAY.

The so-called pure seed bill which was introduced in the Legislature of Texas a few weeks ago by Representative C. W. Boner of Bellville, has been passed by the House of Representatives and is now in the Senate with the prospect of being finally enacted into law, it is stated.

This measure is pronounced by grain dealers and others who deal in seeds as being the most drastic of any bill that was probably ever before a Legislature. It not only is aimed directly at the grain dealers situated outside of Texas, but it will serve the purpose, if it becomes a law, of doing great injury to the grain men and farmers of that State, is claimed by those who have studied the provisions of the bill. The main features of the pending measure follow:

For the purpose of this act, the term "agricultural seeds" shall include seed of alfalfas, clovers, corn, cotton, saccharine sorghums, non-saccharine sorghums, broom corn, small grains (including rice), cowpeas, soybeans, velvet beans, peanuts, vetch, rape, millet, Johnson grass, Bermuda grass, Kentucky blue grass, orchard grass, Sudan grass, tubers of all kinds, and other field seeds used for planting purposes in this state, whether in bags, boxes or other containers, or in bulk, and amounting to more than one pound net.

Every lot of agricultural seed, as defined in Section 1 of this Act, which is sold, offered or exposed for sale or distribution within this state, shall have affixed thereto a label on which is plainly stamped, printed or written in the English language the following:

(a) Kind of seed and the correct varietal name, if known; and if not known, a statement to that effect.

(b) Full name and address of seedsman, grower, importer, agent or dealer selling, offering or exposing said seed for sale or distribution, and whether grown by irrigation or natural rainfall.

(c) Name of county and state where seed was grown, and, if unknown, statement that the locality where grown is unknown.

(d) The proportionate part of seeds designated as noxious weeds when same are present in any agricultural seed offered or exposed for sale at the rate of or in excess of one such noxious weed seed to two thousand of the agricultural seed.

(e) The approximate percentage by weight of purity, meaning freedom of all of said agricultural seed from foreign matter when foreign matter is present in agricultural seed in any amount greater than five per cent of the seed sold, offered or exposed for sale.

(f) Percentage of germinable seed as determined by germination test, and date on which germination test was made, together with the name of person or persons making such test, or the name and location of laboratory where test was made.

Seeds of dodder (*Cuscuta*, various species), Russian thistle (*Salsola Kali tenuifolia*, *Salsolus*, *tragus*), bind weed or wild morning glory (*Convolvulus*, various species), blue weed (*Helianthus cilistus*), wire grass (*Paspalum distichum*), Bermuda grass (*Cynodon dactylon L.*), Johnson grass (*Andropogon halepensis*), and all other seeds or foreign matter known (by science) to be noxious, are hereby defined as noxious weed seeds.

No person or persons, firm or corporation shall, by himself, his agent or representative, sell, offer or expose for sale or distribution in this state any agricultural seed as defined in this act, containing a great amount or proportion than one seed of any of the said noxious weeds to two thousand of the variety

[CONTINUED ON PAGE 568]

Grain and Seeds

SUNFLOWER SEEDS

Car lots and less.

EBERTS GRAIN CO., Nabb, Ind.

FLAX SEED

Any quantity. Send sample.

H. TRILLING & CO.,

1228 W. Arthington Place, Chicago, Ill.

MAMMOTH CLOVER WANTED

Also Red, Alsike, Timothy and Soy Beans. O. M. SCOTT & SONS CO., 600 Main St., Marysville, Ohio.

WANTED

To buy oats in 5-bushel bags. Send sample. Quote price. R. A. CADE, INC., 24 Stone St., New York, N. Y.

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WANTED

Medium, Mammoth and alfalfa seed, true to name. Mail sample and price to WALTER G. TRUMPLER, Tiffin, Ohio.

WANTED

We are in the market for clover seed, screenings, tailings, and badly bucked clover seed. Send samples to THE KING SEED CO., North Vernon, Ind.

FOR SALE

Perennial Rye Grass, Italian Rye Grass and Crested Dogtail. Highest grades re-cleaned and tested. C. i. f., U. S. Ports. Samples and offers on request. McCLINTON & CO., Belfast, Ireland.

SUDAN GRASS SEED WANTED

Will buy carloads or less pure seed. State quantity you have and price wanted. TEXAS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

SEEDS FOR SALE

We are prepared to book your orders for the following seeds: Alfalfa, Cane, White and Yellow Maize, Kaffir, Feterita, German, Golden, Siberian, Hog Millets, in carload lots or mixed cars. We live in the heart of district where the above seeds grow. Sample sent on request. L. A. JORDAN SEED CO., Winona, Kan.

Cochrane Quality Field Seeds Are the BEST THAT GROW

Twenty buying stations in the producing sections of Wisconsin and Minnesota enable us to buy the "cream of the crop." Write for quotations and samples.

T. H. Cochrane Co., PORTAGE, WISCONSIN
We want to buy Clover, Alsike, Timothy, Alfalfa
White Clover.

FLOWER, FIELD and LAWN SEED

J. OLIVER JOHNSON
WHOLESALE
SEED MERCHANT

1805-9 Milwaukee, Ave., Chicago, Illinois

J. C. KILLEBREW

Grower and Shipper of

Farm Seed, Cotton, Corn,
Peanuts, Oats, Cow Peas,
and Soja Beans

BUR CLOVER AND SOJA BEANS A SPECIALTY

Penelo, North Carolina

THE CRUMBAUGH-KUEHN CO.

We pay top prices for TOLEDO, OHIO CLOVER
seeds. Your track or Toledo. Send samples.

ALSIKE TIMOTHY ALFALFA

Seeds
"Delivered Free"

Ask for samples and "delivered price" on Red Mammoth, Alsike, White Alfalfa, Timothy, Grasses, etc.

CHICAGO SEED COMPANY
CHICAGO, ILL.

L. TEWELES SEED CO.
MILWAUKEE, WIS.

*Red, White and Alsike Clover
Timothy and Alfalfa Seed*

Seed Corn

Field Peas

FIELD AND GRASS SEED SPECIALISTS

WANTED—Clover, Timothy, Alfalfa and other grass seed. Spelt, Barley cane and forage crops.

We pay highest market prices. Send us sample of what you have to offer, with your best prices.

American Mutual Seed Co., Chicago, Ill.

YOU CAN'T READ ALL

the market news. Get a summary of it once a week in our Weekly Review. Highlights of the week—facts, figures and factors—grouped for easy, quick reading and reference. Postal request starts it your way.

SOUTHWORTH & CO.
Grains Seeds Provisions
TOLEDO, OHIO

SEEDS Grain, Clover and Grass Seeds
CHAS. E. PRUNTY

7, 9 and 11 South Main St. SAINT LOUIS

SEEDS

BUYERS AND SELLERS

Medium, mammoth
Alsike, White Alfalfa, Timothy Grasses, etc.
MAIL SAMPLES ASK FOR PRICES

Milwaukee Seed Company

KROP-KING BRAND
GRASS & FIELD SEEDS
MILWAUKEE SEED CO.
"The Live Clover House"
MILWAUKEE, WIS.



RECEIVERS and SHIPPERS
of

all kinds of grain and field seeds, mill products, hay, cotton seed and cotton seed products, sugar, rice and coffee.
Car Load Lots

WHITE GRAIN COMPANY
LUFKIN, TEXAS

N. L. WILLET SEED CO., Augusta, Ga.

Get Willet's Cotton Catalog and get Willet's Wholesale Bulletin on Southern Oats, Ryes, Vetches, Burr Clover and Natal Grass Sets. Large dealers in Cowpeas, Soy Beans and the various Velvet Beans.

WE BUY AND SELL

Seeds

Write Us Your Needs

SCHISLER-CORNELI SEED CO.
St. Louis, Mo.

MISSOURI SEED CO.
CAR LOTS
ALFALFA, CANE, MILLET
KANSAS CITY, MO.

The ALBERT **DICKINSON COMPANY**

GRASS SEEDS FIELD

To Meet Demands Of

PURE SEED LAWS

Chicago

Minneapolis

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or mixture sold, offered or exposed for sale or distribution (except when labeled in accordance with this act), showing the number of such noxious weed seeds to each two thousand of the variety or mixture offered or exposed for sale; provided, further, that Johnson grass seed and Bermuda grass seed may be sold as such, under the provisions of this Act.

Foreign matter, within the meaning of this act, as differentiated from noxious weed seeds, shall consist of sand, dirt, sticks; chaff, broken seeds and all other seeds except those of the kind under examination, and no person or persons, firm or corporation, shall by himself, his agent or representative, sell, offer or expose for sale or distribution in this state any agricultural seeds as defined in this Act, containing a greater amount by weight than 2 per cent of sand, dirt, sticks and chaff, or containing a greater amount by weight than 3 per cent of broken seeds and all other seeds except those of the kind under examination, unless such seeds shall be labeled in accordance with this Act, showing the percentage of said foreign matter.

Agricultural seed, under the provisions of this Act, shall be deemed to be mixed when it contains more than 5 per cent of any other kind of seed than the one sold, offered or exposed for sale or distribution only as mixed seeds, and it shall be unlawful for any person or persons, firm or corporation by himself, his agent or representative to sell, offer or expose for sale or distribution in this state any mixed seed as defined herein, unless there is attached to the bag, box or container in which said seed is kept or offered for sale, a label upon which is written, printed or stamped in letters one-half of an inch high, the words "Mixed Seed," and there shall also be stamped, printed or written on said label the following:

(a) The approximate percentage of each seed composing said "Mixed Seed."

(b) Name of person, firm or corporation offering the same for sale, and the residence of the seller.

(c) The percentage of germinable seed, as determined by germination test, and date on which germination test was made, and person by whom, or laboratory in which, said germination test was made.

(e) That said "Mixed Seed" does not contain in excess of one noxious weed seed to two thousand of said "Mixed Seed," nor in excess of 5 per cent of foreign matter as defined in this Act.

Any citizen of this State may, by prepaying transportation charges, and upon the payment of twenty-five cents in advance, send samples of agricultural seed to the Commissioner of Agriculture for examination and germination test, such examination and germination test to be known as a seed analysis, and said Commissioner of Agriculture shall cause such seed analysis to be made as promptly as possible and reported to the sender.

The provisions of this act shall not apply to:

(a) Any person selling agricultural seeds direct to seed merchants or shipping to general market to be cleaned or graded before being offered or exposed for sale for planting purposes, provided it is labeled "Not clean seeds."

(b) Agricultural seeds which are held in storage for the purpose of being cleaned, provided they are labeled "Not clean seeds."

(c) Agricultural seeds marked "Not clean seeds"

to be held or sold for shipment outside the state. (d) Agricultural seeds grown and delivered by any farmer on his own premises; provided, that the shipment of such seeds does not constitute a delivery on said premises; and, provided further, that if the purchaser of such agricultural seeds obtains from said grower at the time of sale thereof, a certificate purporting to be a label as provided for in this act, that the sale of said seeds are then subject to all the provisions of this act.

(e) Seeds held in stock by merchants when this act becomes operative.

The enforcement of this act is hereby placed with the Commissioner of Agriculture and he is empowered to adopt names, standards, definitions and make such regulations as may be necessary for the enforcement of this Act. The Commissioner of Agriculture shall appoint the necessary assistants to properly carry out the provisions of this act, and is hereby authorized, either in person or through his assistants, to take one sample weighing not less than four ounces nor more than eight ounces for analysis from any lot or package of agricultural seed upon paying therefor, which may be in the possession of any person, firm or corporation in this state; said sample shall be taken in the presence of the party or parties at interest, or their representatives, and shall be taken from different lots or parcels of seed sold, offered or exposed for sale or distribution, shall be thoroughly mixed and divided into two samples, each of which shall be placed in glass or metal vessels and carefully sealed and labeled, giving the stock number and stating the name under which the seed is being sold, offered or exposed for sale or distribution, the name of the person, firm or corporation from whom the sample was taken, and the date and place of taking such sample. Such label shall be signed by the Commissioner of Agriculture, or his assistants, and by the party or parties at interest, or their representatives; provided, that where a party or parties at interest refuse to be present and take part in the sampling of such seed, the Commissioner of Agriculture, or his deputy, may take such sample in the presence of two disinterested witnesses. One of the duplicate samples shall be retained by the Commissioner of Agriculture and the other left with the person, firm or corporation whose stock was sampled.

It is hereby made the imperative duty of the Commissioner of Agriculture, and he is hereby so authorized and empowered, to establish and maintain a quarantine against the importation of any and all agricultural seeds as are defined in this act when in his judgment and knowledge such seeds do not conform to the provisions of this act; provided that he or his agents may destroy all imported agricultural seeds which are not of the standard of purity as herein provided; however, it is hereby provided that the owner or owners, or his or their agents, of such seeds may have the option of either permitting such seeds to be speedily destroyed in this State or to be at once exported from this state by the Commissioner of Agriculture or his agents at the expense of the owner or owners of such seeds provided, that dealers may purchase agricultural seeds for the purpose of cleaning and grading before being offered for sale in conformity with this act.

OBITUARY

BECKERT.—On February 12, Christian Beckert, 72 years old, died at Pittsburgh, Pa. He was a pioneer feed and grain merchant. He retired from active business in 1913. A son and daughter are left.

CALKINS.—W. O. Calkins died at Perry, Mich. He was at one time owner of elevators at Perry, Bancroft and Shaftsbury.

CAMPBELL.—At the age of 40 years, Joseph Campbell of J. Campbell & Co., seed and flour dealers, died at his home in Woodville, Pa.

COLLIER.—Wm. C. Collier died recently at Nashville, Tenn. He was president of the Mero Warehouse & Elevator Company.

CRIGHTON.—On February 17, James Crighton passed away at his home in Chicago, Ill. He was for 40 years a member of the Chicago Board of Trade and a director of it for three years. For many years, Mr. Crighton was a member of the firm, Scribner, Crighton & Co., which was succeeded by the Crighton-Lasier Company, and which later dissolved. The deceased was 65 years old and is survived by his widow.

FORSHT.—S. J. Forsht died not long ago. He conducted a feed and flour business at Juniata, Pa.

HAASE.—Richard Haase died at his home in Flatbush Station, Brooklyn, N. Y. He was engaged in the hay and feed business at Coney Island.

KELLEY.—Sam. P. Kelley committed suicide by shooting himself in the head. He was manager of the Standard Warehouse Company and a prominent grain man of Beaumont, Texas.

KERR.—On February 19, Wm. A. Kerr, for many years general manager of Arbuckles & Co., of Pittsburgh, Pa., died. He was 69 years of age.

MAYO.—D. R. Mayo died suddenly at his home in Knoxville, Tenn. He was a prominent seed dealer.

M'BEAN.—D. G. McBean died suddenly on February 20. He was well-known on the Winnipeg Grain Exchange of Winnipeg, Man., Canada.

PENNOCK.—E. Eldridge Pennock died from pneumonia at his home in Germantown, Phila-

delphia, Pa. He was a grain dealer and a member of the Philadelphia Commercial Exchange.

ROBINSON.—On February 20, Edw. M. Robinson died at Winnipeg, Man., from injuries received on February 16 when he slipped and struck his head on pavement.

ROEWE.—At the age of 77 years, Henry Roewe, Sr., died at his home in East St. Louis, Ill. Mr. Roewe was born in Germany and in 1865 came to East St. Louis. Here he immediately entered the hay and grain business and remained in that business for 40 years. At one time he was a member of the St. Louis Merchants' Exchange. Eight children survive him.

SOUTHWELL.—Aged 82 years, Henry E. Southwell died at his home in Chicago, Ill. He was a retired grain merchant.

WATTS.—T. G. Watts, one of the oldest St. Louis Merchants' Exchange men, died not long ago. Years ago he was engaged in the grain business, but recently he was interested in real estate.

WAUGH.—On February 17, Clyde Ashley Waugh, manager of the editorial department of the Soil Improvement Committee of the National Fertilizer Association died, after a brief illness at his home in Chicago, Ill.

WORK.—After a short illness, Robt. D. Work, formerly a grain dealer in Philadelphia, Pa., died on February 17. Mr. Work retired from active business about 25 years ago. He was president of the Commercial Exchange in 1885. One son survives him.

CHICAGO elevators contain approximately 30,000,000 bushels of grain of which a large part has been sold to go forward but cannot be moved. President Griffin of the Board of Trade, with a committee of dealers, has gone to Washington to make a personal protest against the alleged discrimination the railroads have made against grain movement.

FEEDING GRAIN CROPS IN THE STRAW

In the February crop report the Government describes the manner in which the various grain crops of the country are gathered, as follows:

Although the great bulk of the small-grain crops—wheat, oats, barley, and rye—is threshed after being harvested, there is always some that is handled otherwise, as cut but fed in the straw unthreshed, cut green and cured for hay, hogged off, etc. Taking the United States as a whole, about 97.5 per cent of the wheat crop is usually threshed out, about 88.1 per cent of the oats crop, 91.9 per cent of the barley crop, and 86.6 per cent of the rye crop. About 7.8 per cent of the oats crop is usually cut when mature, but not threshed, the grain being fed in the straw; 1.3 per cent of the barley crop, 1.8 per cent of the rye, and 0.7 per cent of the wheat crop is usually so utilized. The proportion of the grain usually cut green and cured for hay is estimated to be 1.1 per cent of the wheat, 3.5 per cent of the oats, 5.4 per cent of the barley, and 3.5 per cent of the rye. Usually about 8.1 per cent of the rye acreage is not cut at all, but is pastured off or used as a green manure. Similarly, about 1.4 per cent of the barley acreage, 0.6 per cent of the oats, and 0.7 per cent of the wheat acreage is so utilized. These estimates are based upon reports of state field agents and county reporters of the Bureau of Crop Estimates. An examination of the different state estimates shows that the practice of feeding the mature grain unthreshed prevails mostly in the South, where less than half of the oats crop is threshed. In California grain is largely cut green and cured for hay. Estimates for the United States of the proportion of the grain crops handled by the different methods mentioned are summarized.

WHAT CONSTITUTES TERMINAL DELIVERY MISROUTING?

Shippers having orders for delivery of goods to customers at points served by two or more railways are daily facing the question of routing the shipments to destination in such a manner as to give their customer the benefit of the lowest line-haul rate and the most convenient terminal delivery. In the absence of definite instructions from the customer, the problem, particularly if he is located at some distance from the shipper and is served by an industrial side-track, is difficult indeed, but a recent decision of the Interstate Commerce Commission, if generally observed, will throw much of the burden of solution upon the lines serving the originating point.

The case in question is that of *McCoach & Co. vs. New York, Philadelphia & Norfolk Railroad Co., et al.* [42 I. C. C. 171.] At issue were the charges assessed upon a shipment from Pocomoke, Md., to Huntington, W. Va. The destination in question is served by both the Chesapeake & Ohio and Baltimore & Ohio railroads. The bill of lading given the initial carrier by the shipper specified "C. & O. delivery." It moved under a combination rate of 34 cents via the N. Y. P. & N. to Norfolk, Va., and the C. & O. beyond. At the same time, there was a joint rate of 26 cents to Huntington, applying via the initial carrier; Philadelphia, Baltimore & Washington, Pennsylvania, Pittsburgh, Cincinnati, Chicago & St. Louis to Wheeling, W. Va., and Baltimore & Ohio to destination.

This latter rate, by specific tariff reference, was made inapplicable to stations of the C. & O. tariffs of the Baltimore & Ohio, however, provided that it would absorb the switching charges of the C. & O. on carload traffic at Huntington where it (the B. & O.) had participated in the line haul. In other words, had the shipment been handled through Wheeling instead of Norfolk, the B. & O. would have absorbed the switching charges for handling the car from its rails at Huntington to the rails of the C. & O. at the same place.

The tariff naming the 26-cent rate carried the usual blanket clause that the rates published therein would be subject to the switching charges of the delivering carriers as well as any services or facilities published by any of the lines parties to the tariff. This the Commission cites in answer to the railroad defense that the agent of the N. Y. P. & N. at Pocomoke was not in possession of the B. & O. tariff providing for the absorption of switching charges on C. & O. delivery at Huntington and, therefore, could not be held chargeable with

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such knowledge. The Commission holds that the initial carrier misrouted the shipment in not handling it in such a manner that the 26-cent rate would have been applicable and reparation is awarded the complainant.

The principles laid down in this case as to terminal delivery at destination should be clearly distinguished from the rules governing terminal service at point of origin. A recent case on the latter point is that of the *Terhune Lumber Company vs. Southern Railway, et al.* [42 I. C. C. 317.] Here the complainant, located on the tracks of the Southern at Columbus, Miss., delivered certain shipments to that line routed Mobile & Ohio and consigned to Cairo, Ill., from which point they were reconsigned to Cairnbrook, Pa. A combination rate of 36 cents was charged. At the time of movement, the Mobile & Ohio maintained a joint through rate of 32 cents from Columbus and provided for the absorption of Southern switching charges at Columbus. Under the directions given, the Commission holds that the Southern was entitled to its line-haul and that it was under no obligation to deliver the traffic to its competitor at the point of origin.

CANADIAN REGULATIONS FOR COUNTRY ELEVATORS

The Board of Grain Commissioners for Canada have issued the subjoined rules and regulations for country elevators, setting forth the tariff of licensed country elevators for the year ending August 31, 1917; the general rules and regulations, and regulations for storing grain in country elevators where there is disagreement as to grade and dockage; all of which have been duly approved by Order in Council:

TARIFF OF LICENSED COUNTRY ELEVATOR CHARGES FOR THE YEAR ENDING AUGUST 31, 1917

Subject to the capacity of the elevator and the nature of the construction, all grain tendered must be taken into store upon the following terms and conditions, and under the provisions of the Canada Grain Act, 1912.

Maximum Rates.

Receiving, elevating, spouting, insurance against fire, storing for the first 15 days and putting into cars on track. No elevator shall charge more than one and three-quarters of a cent per bushel. Storage not otherwise provided, including insurance against fire for each succeeding day after the first 15 days shall not exceed one-thirtieth of one cent per bushel.

Shrinkage for Stored Grain.

No elevator shall take more than one-half of one per cent to take care of shrinkage and waste in handling, storing and transmitting the grain to a terminal.

No elevator shall take more than 1 per cent shrinkage on tough, damp and wet grain.

Shrinkage on Cash Grain.

On street grain no elevator shall take a greater dockage than that shown by a proper test over a number 10 sieve, except where grain contains foreign grain or seeds which cannot be taken out by a No. 10 sieve.

Dockage.

No elevator shall take a greater dockage than that shown by a proper test over a No. 10 sieve, except where grain contains foreign grain or seeds which cannot be taken out by a No. 10 sieve.

Every elevator must be equipped with the necessary sieves and scales for making proper tests, and the elevator operator must make the tests in the presence of the owner of the grain when requested.

General.

When tough, damp or wet grain is taken into store it shall be at the owner's risk, and the elevator operator shall have the right to ship it immediately to a terminal elevator for treatment.

The owner shall have the right to name the terminal elevator to which it shall be shipped.

RULES AND REGULATIONS FOR COUNTRY ELEVATORS

1. In shipping or delivering any grain stored in a country elevator, the net weight on the ticket or tickets shall be final; unless an investigation by the Board of Grain Commissioners shows reason for the contrary. The shipper to be paid in case of short shipment up to the amount of his or her ticket or tickets for the full billing capacity of the car at the same price as the car was disposed of.

2. All shipping bills for grain shipped through an elevator shall be made out by the elevator agent, and he shall advise such parties as the owner may instruct.

3. The elevator owner shall, on all grain shipped through the elevator, have the right to retain and hold the shipping bill until he receives a guarantee from the owner of the grain, another elevator owner, a licensed commission firm or individual, or any one else that the car may be sold to, that they make proper adjustment as to the weight and grade. Upon

receipt of storage tickets and lawful charges, the elevator owner shall deliver either the shipping bill to the party presenting the ticket or tickets, or a terminal warehouse receipt for the full amount of the grain called for in the ticket or tickets presented, up to the full carload.

4. The owner of grain in an elevator wishing such grain shipped to any point other than a terminal point, or where Government weights cannot be obtained, the owner of the grain must then accept the elevator weights at the shipping point as final, unless the owner of the grain proves the shipping weights are not correct. Provided, however, that the owner of the grain can always demand an affidavit as to the actual grain shipped or delivered from the elevator operator and receiver of said grain respectively.

5. No owner or operator of a country elevator or warehouse shall sell, assign, mortgage, pledge, or hypothecate any grain stored in such elevator or warehouse, for which graded storage tickets of "subject to grade and dockage" tickets or special bin tickets have been issued, and the owner or operator may be required by the Board to produce at any time proper registered warehouse receipts or bills of lading for such grain as has been shipped from the country elevator or warehouse, and for which there is still outstanding graded storage tickets or "subject to grade and dockage" tickets or special bin tickets.

RICE IN CALIFORNIA

The rapid increase in California's production of rice is little short of phenomenal. In 1910 the crop amounted to but 3,000 bushels. In 1911 the amount increased to 6,000 bushels, which grew into 70,000 bushels in 1912. In the following year, 1913, California produced 293,000 bushels of rice and the crop advanced to 800,000 bushels in 1914. In 1915 the amount produced grew to 2,021,000 bushels, and for 1916 the estimated crop was 5,500,000 bushels. Other estimates are somewhat smaller, but there is no doubt of the great increase in the crop as compared with preceding years.

If this rate of increase is continued another year, California will produce enough rice to supply the entire domestic demand unless the latter is largely increased, to say nothing of the large production in Louisiana, Texas and Arkansas. California grows but one kind of rice, the Japan variety, while the other states raise Honduras, the so-called "Java" or Blue Rose, Upland and Carolina rice. California has already sought outside markets in Cuba and Porto Rico, through the Panama Canal.

WHEN navigation closed last fall Buffalo had 24,000,000 bushels of grain afloat in the harbor. Since that time about 10,000,000 bushels have been elevated.

For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

ELEVATORS AND MILLS

FOR SALE

A 75-barrel steam flour mill and 30,000-bushel elevator, located in best wheat section in central Missouri. Twenty years' established business. Part terms, if necessary. B. R., Box 12, care "American Elevator and Grain Trade," Chicago, Ill.

MACHINERY

STEAM PLANT FOR SALE CHEAP

Consisting of 50-horsepower boiler, butt seams, good as new; 60-foot steel smokestack; slide valve engine. Pumps, heaters, pipe connections, etc. Plant may be seen running. Reason for selling, will install electric motors. R. RITTER, Rawson, Ohio.

FOR SALE CHEAP

A 22-horsepower Howe Gasoline Engine in A-1 condition. HOWE SCALE COMPANY, 1315-25 Wabash Ave., Chicago, Ill.

FOR SALE OR TRADE

Complete line of Stevens Rolls (five stands), purifiers and miscellaneous machinery for 80-barrel mill, which we will sell cheap for cash or trade same for equity in new milling proposition at right figure. CELLAR MILLING CO., Geneva, Nebr.

Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

FERRETS

One thousand good ratters, hunters. Breeding stock sale. H. BREMAN CO., Danville, Ill.

FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

WANTED—TWO METHODISTS

A good country business assured and ready as soon as a new elevator can be built in a small town in Michigan. Worth investigation. An established meat business now vacant, awaits a good man. If some good Methodist would like a chance at either of these, write quickly to A. RILEY CRITTENDEN, Howell, Mich.

NEW YORK RETAIL FEED BUSINESS FOR SALE

Located with switch. No machinery except hoisting engine. All buildings in A-1 shape, and with or without one of the finest homes in this section. Our place has one of the largest plants Sheffield Farms Slawson Decker Co. (Milk Plants) have. This is a heavy dairy section. C. M. BOORN, Seward, Schoharie Co., N. Y.

BAGS

FOR SALE—BURLAP BAGS OF EVERY KIND

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

THE SYKES COMPANY

930 West 19th Place, Chicago

MAKERS OF

FIREPROOF WINDOWS

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

Corrugated Iron and

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Slick & Co., L. E., receivers and shippers.

BUFFALO, N. Y.

Burns Grain Company, grain commission.

Churchill Grain & Seed Co., grain and seeds.*

Electric Grain Elevator Co., consignments.*†

Harold, A. W., grain, barley a specialty.†

Ratcliffe, S. M., grain and hay.†

Townsend-Ward Co., grain commission.*

Urmston Grain Co., grain commission.†

CHICAGO, ILL.

American Mutual Seed Co., seeds.

Armour Grain Co., grain buyers.*

Bailey & Co., E. W., commission merchants.*

Bartlett, Frazier Co., receivers and shippers.

Bennett & Co., Jas. E., com. merchants.*

Chicago Seed Co., seeds.

Crary-Johnson Co., grain, stock, provisions.

Dickinson Co., Albert, seeds.

Dole & Co., J. H., commission merchants.*

Finney, Sam, grain commission.

Freeman & Co., Henry H., hay, straw, grain.*†

Gerstenberg & Co., grain and seeds.*

Griffin & Company, J. P., grain commission.

Harris, Winthrop & Co., grain, stocks, bonds.*

Hitch & Carder, grain commission.

Hoit & Co., Lowell, com. grain, seeds.

Hulburd, Warren & Chandler, com. merc.

Johnson, J. O., wholesale seed merchant.

Illinois Seed Co., seed merchants.

Lamson Bros. & Co., commission merchants.*

Logan & Bryan, grain merchants.*

McKenna & Rodgers, com. merchants.*

Merritt Co., W. H., buyers and shippers.*

Miller & Co., Albert, hay and produce.†

Nash-Wright Grain Co., grain, prov., seeds.*

Norris Grain Co., grain merchants.*

Paynter, H. M., grain and field seeds.*

Pope & Eckhardt Co., grain and seeds.*

Rosenbaum Brothers, receivers, shippers.*†

Rosenbaum Grain Co., J., shippers.*

Rumsey & Co., grain commission.*

Sawyers Grain Co., grain commission.*

Schiffelin & Co., Philip H., com. merchants.*

Shaffer, J. C., & Co., grain merchants.*

Simons, Day & Co.*

Vehon & Co., M. L., commission merchants.

Wagner & Co., E. W., receivers, shippers.*

Ware & Leland, grain and seeds.*

CINCINNATI, OHIO.

Brouse-Skidmore Grain Co., rec. & shippers.*

DeMolet Grain Co., grain, hay, flour.*

Mutual Commission Co., strictly commission.

COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain, hay.

CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain, seed.*†

DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.*

DENVER, COLO.

Ayres Mercantile Co., F. C., grain, hay.*†

Best & Co., J. D., grain, hay.*

Crescent Mill & Elev. Co., wheat, corn, oats.*

Denver Elevator Co., The, grain merchants.*

Farmers Grain Co., receivers and shippers.*

Harrington-Plumer Merc. Co., hay, grain.

Hungarian Milling & Elevator Co., grain.

O'Donnell Grain Co., wholesale grain.*

DETROIT, MICH.

Dumont, Roberts & Co., receivers, shippers.*

DULUTH, MINN.

Randall, Gee & Mitchell Co., grain & hay.*†

White Grain Co., grain and hay.*†

EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.*

FRANKFORT, IND.

Frank & Co., Wm., grain brokers.*

INDIANAPOLIS, IND.

Boyd Grain Co., Bert A., grain commission.*

Kendrick & Sloan, Inc., receivers and shippers.*

Merchants Hay & Grain Co., rec. & shippers.†

Miller Grain Co., receivers and shippers.†

Mutual Grain Co., com., grain, brokerage.*

Shotwell & Co., C. A., com. grain and hay.†

Urmston Grain Co., grain commission.*†

Witt, Frank A., grain commission and brokerage.

JACKSON, MICH.

Stockbridge Elev. Co., track buyers, grain, sccds.

KANSAS CITY, MO.

Christopher & Co., B. C., grain commission.*

Missouri Seed Co., alfalfa, cane, millet.

Moore-Lawless Grain Co., grain receivers.*

Moore-Seaver Grain Co., corn and oats.*

Nicholson Grain Co., W. S., grain com.*

Peirson-Lathrop Grain Co., grain com.

Peppard Seed Co., J. G., alfalfa seed, millet.

Rudy-Patrick Seed Co., alfalfa, cane, millet.

Western Grain Co., shippers grain and feed.*

LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.*†

LUFKIN, TEXAS.

White Grain Co., seeds.

MANSFIELD, OHIO.

Goemann Grain Co., grain merchants.*†

MEMPHIS, TENN.

U. S. Feed Co., receivers and shippers.

Wheeler, Ernest, brokerage & commission.*

MILWAUKEE, WIS.

Armstrong, W. J., Co., hay merchants.†

Bell Co., W. M., grain and seeds.*

Cargill Grain Co., receivers and shippers.

Courteen Seed Co., seeds.

Donahue-Stratton Co., buyers and shippers.*

Franke Grain Co., receivers and shippers.*

Mohr-Holstein Commission Co., grain com.

Taylor & Bournique Co., corn, oats, barley.*

L. Teweles Seed Co., seeds.

MIDDLE POINT, OHIO.

Pollock Grain Co., track buyers, hay, grain.†

MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.

McCaull-Dinsmore Co., com. merchants.*

Quinn, Shepherdson Co., grain merchants.*

Scroggins-McLean Co., receivers and shippers

NEW CASTLE, PA.

Hamilton Co., hay, straw, grain, millfeed.*

NEW YORK, N. Y.

Forbell & Co., L. W., com. merchants.*

NORFOLK, VA.

Colonial Cereal Co., wheat, corn, oats, etc.

Norfolk Feed Milling Co., Inc., grain, alfalfa.

OMAHA, NEB.

National Grain Co., grain commission.*

PEORIA, ILL.

Buckley, Pursley & Co., merchants.*

Feltman, C. H., grain commission.

Grier & Co., T. A., grain commission.*

Miles, P. B. & C. C., grain commission.*†

Mueller Grain Co., receivers and shippers.

Rumsey, Moore & Co., grain commission.*

Tyng, Hall & Co., grain commission.*

PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.*

Graff & Son, L. G., grain exporters.*

Miller & Sons, L. F., receivers and shippers.*†

Richardson Bros., grain, flour, mill feeds.*

Rogers & Co., E. L., receivers and shippers.*†

Young & Co., S. H., grain, flour, alfalfa, feed.*

PITTSBURGH, PA.

Heck & Co., W. F., grain, hay, mill feeds.*†

Herb Bros. & Martin, grain and hay.†

McCague, R. S., grain and hay.*†

Smith & Co., J. W., grain, hay, feed.*

RICHMOND, VA.

Adams Grain & Provision Co., grain, hay.†

Beveridge & Co., S. T., grain, hay, feed.*†

ST. JOSEPH, MO.

Elwood Grain Co., receivers and shippers.

St. Joseph Public Elevator Co., public storage.

Aunt Jemima Mills Co., hominy, feed.

Marshall Hall Grain Co., receivers, shippers.

ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.*

Goffe & Carkener Co., grain, hay, seeds.*†

Graham & Martin Grain Co., rec. exclus.*†

Langenberg Bros. Grain Co., grain com.*†

Marshall Hall Grain Co., rec., shippers, & exp.*

Mullally Hay & Grain Co.*†

Nanson Commission Co., receivers, shippers.*†

Picker & Beardsley Com. Co., grain, hay.*†

Prunty, Chas. E., grain and seeds.

Schisler-Corneli Seed Co., seeds.

Toberman, Mackey & Co., grain, hay, seeds.*†

TOLEDO, OHIO.

Crumbaugh-Kuehn Co., seeds.

De Vore, H. W., & Co., grain, seeds, feed.*

King & Co., C. A., grain and seeds.*

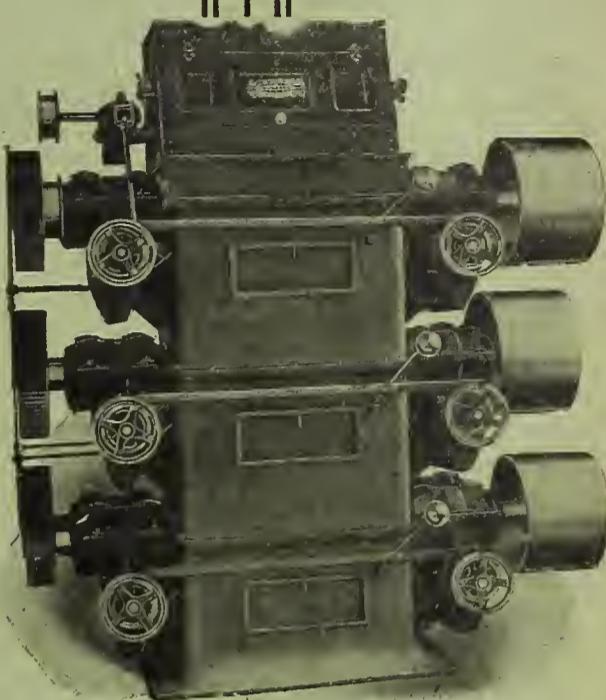
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